Board of Trade Journal

Volume 195, No. 3741 Published by Her Majesty's Stationery Office 29 November 1968

2s. 0d. net

ANY U.K. COMPANY NOT SELLING IN MALTA SHOULD ASK ITSELF 'WHY'

(IF IT IS ALREADY SELLING ANYWHERE IN EUROPE– THAT ANSWER IS GOING TO BE MIGHTY INTERESTING)

Most U.K. Companies realise the importance of Malta as a growing market but others don't! If your operation isn't active here, why not?

• It can't be expense
It is cheaper to get strongly established in Malta than in most other European markets.

• It can't be distribution
Malta's 317,000 prospects are concentrated in a small island that makes distribution cheap, quick and easy.

• It can't be launching costs
The Malta Television Service reaches over 48,000 homes. £500 buys you enough television time to test any consumer product. £1,500 buys you a 52-week heavyweight campaign. MTV is credited with a long string of success stories.

• It can't be lack of information
MTV can supply all the marketing facts you'll need to make a decision.

• It can't be lack of effective advertising
MTV publishes regular independently conducted surveys of its audience ratings. TV is the fastest growing and dominant medium in the Island. During 1967 over 14 new sets were installed in Maltese households *every day.* It already reaches 62% of all homes!

N.B. MTV builds its audience with programmes that have become famous around the world for their pulling power. Many U.K. advertisers in Malta can buy into programmes they could never afford at home. Clip out this ad. and send it to the executive who handles your Mediterranean operations. Suggest that he gets all the details by contacting Rediffusion International Limited, our exclusive Reps.

MTV

U.K. Companies that could never afford to buy time near these shows at home - can in Malta, on MTV

Exclusive Representatives REDIFFUSION INTERNATIONAL LIMITED
STRATTON HOUSE · LONDON W1X 6BB · PHONE: 01-629 8886

Board of Trade Journal

VOLUME 195, NO. 3741. PAGES 1449-1512 29 NOVEMBER 1968
PRICE 2*s.* 0*d.* NET SUBSCRIPTION INCLUDING POSTAGE £6 12*s.* 8*d.*

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. 01-222 7877

Federal German Government to encourage imports. The German market: A new opportunity to exporters 1451
Chancellor's statement on international monetary situation and new economic restrictions 1454
Special surcharge on tobacco, alcoholic drinks, petrol and purchase tax 1455
Import deposits 1456
Customs Notice No. 481 1456
Customs Notice No. 481 (a) 1457
Bank of England Notice 1458
Visits by British overseas commercial representatives during the period to February 1969 1459
Patents endorsed 'Licences of Right' 1459
Group of Ten Communique 1460
President de Gaulle's announcement 1460
Bank holidays in 1969 1460
EFTA ministerial meeting communique 1461
Product design – the Cinderella of industry 1461
Trade Descriptions Act in force from tomorrow 1462
ECGD backs £1.1 million contract for Pacific island . . . 1462
Wool textile industry expanding exports 1462
Imports of fresh grapefruit from dollar area 1462
Application for reimposition of import duty 1462
Application for the removal of the import duty on helium . . 1462
Conference on exporting to Eastern Europe 1463
Report on moving exports to Europe 1463
BPF mission to Japan 1463
Mr. Peter Tennant reports on Australia/New Zealand tour . . 1463
Manchester trade missions for 1969 1463
British authorities to speak in US on metric change 1464
BOAC promotes Asian exports drive 1464
Birmingham mission to Kenya 1464
Success in Vienna for Leicester 'mini-mission' 1464
West Anglia Exporters' Club appoints President 1464
Norfolk Exporters' Club holds first meeting 1464
One-day export symposium at Kirkby, Lancs. 1464
New members for BNEC Africa 1465
Hunt Committee on intermediate areas – evidence completed . . 1465
Plastic packaging company to begin production in Northern Ireland 1465
Developments by Midlands firms will provide jobs for 160 in Corwen 1465
Remploy's annual report 1465
Horticultural plants and plant products; Guide for exporters . . 1465

Aviation and Shipping

Board of Trade charters weather advisory ship for trawler fleet this winter 1467
Review of the BoT sight tests for Merchant Navy and fishing fleet . 1469
Safety at sea to be discussed at IMAS 69 1469
Hearing of oral evidence at Commission on the Third London Airport 1469
Parliamentary Answers on aviation and shipping 1470

Parliamentary Answers 1471

New Books 1473

Government surplus sales by auction 1475

STATISTICS

The economy: selected indicators 1476
Index of industrial production for September 1478
Index of retail prices, October 1968 1479
Business Monitor: Production series 1479
New companies registered during October 1479
New companies registered in Northern Ireland 1479
Orders, deliveries, production and exports in the engineering industries in September 1480
14 per cent increase in foreign visits to United Kingdom . . . 1482
Imports classified by sub-headings of the United Kingdom Tariff . 1483
Registrations of British and foreign films 1483
Car and commercial vehicle production in October 1484
The Reddaway report on direct investment overseas 1485
Reorganization of industrial statistics 1485

EXHIBITIONS AND FAIRS

International interest in British electronic equipment at Munich . 1487
British dealers dominate first Mexican stamp exhibition . . . 1488
British Shopping Week for Lunebourg 1489
32 Scottish companies in South African exhibition 1489
Measurement and control equipment in New York 1490
Government and industry at Washington Atom Fair 1490

OVERSEAS TRADE AND EXPORTS

TRADE AND FINANCIAL ARRANGEMENTS

UK aid to developing countries – Indonesia. Colombia and Rumania. France and India. France and Pakistan. Italy and Japan. Peru and Czechoslovakia. Ecuador and Rumania. Hints to businessmen visiting the Lower Gulf States 1491
Information for exporters 1494
Agency and export opportunities, market surveys, etc. 1497
Export Orders 1499

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Abu Dhabi: Hotel accommodation 1504
Australia: Tariff changes 1508
Brazil: Imports of zinc. Devaluation of cruzeiro 1511
Ceylon: Import Control Notice relating to UK/Ceylon Loan No. 2, 1968 1507
Czechoslovakia: Ban on certain postal imports lifted 1504
European Communities: Common agricultural policy. Temporary suspension of import duties in the common tariff: correction. Rules of competition 1502
France: Global quotas for fresh fruit. Duty quota for seed potatoes . 1503
Ghana: Notice to importers 1505
Greece: Restrictions on imports of meat 1504
Hong Kong: Trade marks and patents 1507
Irish Republic: Budget amendments of import duties . . . 1503
Israel: Tariff amendments 1504
Italy: Chemical additives to foodstuffs 1503
New Zealand: Emergency Protection Authority inquiry . . . 1508
Nigeria: Customs tariff amendments 1505
Norway: Prohibition on sending cheese by post ends . . . 1503
Portuguese Overseas Provinces (Angola): Amendments to customs tariff 1505
Rhodesia: Suspension of duty. Customs tariff changes . . . 1506
Singapore: New international trading company. Import control. Pioneer industries 1506
United States: Tariff amendments. Firearms legislation . . . 1508
Uruguay: Consular fees 1511
Zambia: Import licensing changes – further information . . . 1506

Subscriptions, advertisements and reprints 1512

INDEX TO STATISTICS 1512

Front cover photograph

A Lansing Bagnall 'Rapide' fork truck painted with diagonal safety markings, operating in the vast Alfred Bird warehouse. Lansing Bagnall, who export 40 per cent of their production, also claim to export 50 per cent of all electric industrial trucks exported from the United Kingdom. They are the largest manufacturer of this type of vehicle in Europe.

How Timpo Toys struck it rich in a Development Area.

Timpo Toys are successful manufacturers of model toys. Over two thirds of their production is exported. In 1964 their order books were growing but they were having to make do with four cramped factories spread around London.

Then they arranged a meeting with the Board of Trade to look at what the Development Areas had to offer. At Shotts, Lanarkshire, in Scotland, they were shown the right factory, ready and waiting. It cost them one fifth the rental that had been asked for comparable factory space in London. They found a ready supply of adaptable labour. They also got capital grants for new machinery and assistance with their moving expenses.

Today there are even better opportunities in Development Areas (Scotland, Wales, the North, Merseyside and the South-West). Grants can cover 25% of building costs for a new factory (in some cases 35%). There are investment grants for new manufacturing plant and machinery—45% on expenditure incurred in 1968, 40% in 1969. Employment Premiums are £97.10s. p.a. for every man on the payroll. And there's an extra £10 per week for every additional man undergoing approved training.

Even in their first year at Shotts, Timpo Toys showed a profit. Since then they've already extended their 32,000 sq. ft. factory by another 40,000 sq. ft. and now they're planning another extension.

If you'd like to know more about the Development Areas, fill in the coupon, and we'll send you some interesting reading.

If you'd like more information about the Development Areas and Northern Ireland, fill in this coupon or phone us. We'll send you "Room to Expand", the complete range of illustrated, explanatory literature.

NAME AND POSITION IN COMPANY _____

_____

COMPANY NAME _____

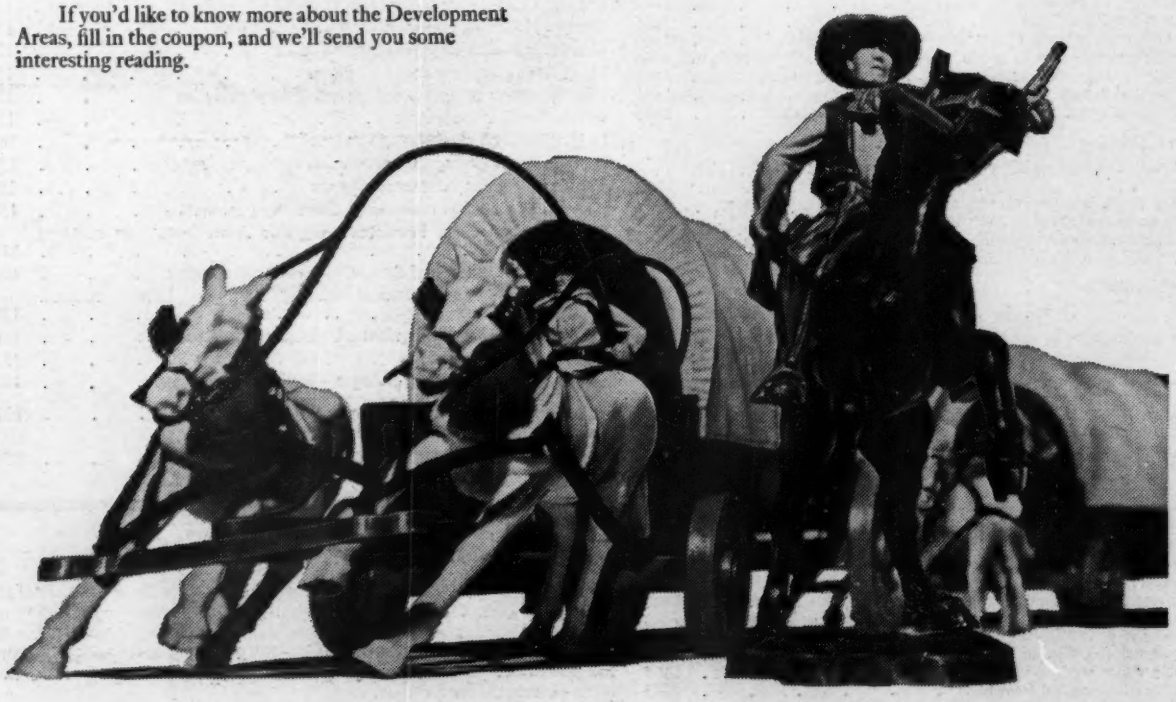
ADDRESS _____

_____

TYPE OF BUSINESS _____ BTJ 19

To: INDUSTRIAL EXPANSION at the BOARD OF TRADE
1 Victoria Street, London, S.W.1.
Telephone: 01-222 7877. Ext. 3333.
Or your nearest Board of Trade Regional Office.

Contact Industrial Expansion at the Board of Trade



FEDERAL GERMAN GOVERNMENT TO ENCOURAGE IMPORTS

The German market: A new opportunity for exporters

By S. L. Edwards, CMG, Minister (Economic), British Embassy, Bonn

AN IMMEDIATE 4 per cent reduction in taxes on imports into the Federal Republic of Germany – and a new 4 per cent tax on German exports. This decision by the Federal Government was announced last week as part of the German contribution to the solution of the international financial crisis. Its purpose is to produce a substantial reduction in Germany's visible trade surplus.

This presents an opportunity to expand exports and to establish a firm position in the German market which every keen British exporter will wish to grasp now.

The law to implement the decision is being discussed in the German parliament this week, and full details cannot be given until the measures have been finally approved – probably on November 29. But it is apparently the intention that all imports, with the sole exception of agricultural produce subject to EEC market regulations, should benefit by an adjustment that would in effect reduce the rate of import turnover tax while the equivalent tax on domestic production, the value added tax, would remain unchanged. The proposed reductions are 4 per cent for products subject to the 11 per cent tax rate at present and 2 per cent for goods subject to the 5½ per cent tax rate (principally food and other animal and vegetable products, books and periodicals). The import tax reductions will have retrospective effect from November 20, 1968 and the measures last until March 31, 1970.

Effect on prices

The full amount of the German tax reduction is available to benefit imports; unlike a devaluation in the exporting country, it involves no increases in raw material costs for the foreign supplier. The 4 per cent tax reduction should be equivalent to a reduction of 3⅝ per cent in the total landed cost, including customs and tax, of imported goods at present subject to a 11 per cent tax.

How this advantage is used in the market place by exporters and importers will depend – as was the case with last year's British devaluation – on the circumstances of the individual exporter.

For exporters represented by agents in Germany it is clearly important to discuss their marketing strategy in the light of the new situation without delay. The experience gained following last year's devaluation should give British exporters a start over most of their foreign competitors in getting the most out of the situation.

Import demand in Germany

The growth of demand for imports into the Federal Republic has been striking this year – 16 per cent above the level for 1967 in the first nine months; it was expected to continue rising sharply even before the new measures were announced. The fact that the measures are of limited duration – until March 1970 – and the experience of the revaluation of the Deutschmark in 1961 lead me to think that the rate of import growth will level off after a time as the effects of the tax change work their way through the economy. It is therefore urgent for exporters to take immediate advantage of the opportunity to establish themselves more strongly in the market.

If we can win now a larger share of the total German import market, we should be able to keep it and to benefit from the continuing strong growth of the Federal German economy. The latest measures announced last week by the Chancellor of the Exchequer for cutting back internal demand give an additional incentive to British industry to take advantage of the present favourable climate to step up exports. British and German industry have much in common; it is therefore perhaps worth recalling that when domestic demand began to drop during the German recession last year, it was a sharp – and sustained – increase in German industrial exports that kept the wheels of industry turning and set the economy back on its present course of steady expansion.

PRESIDENT'S COMMENT

Statement by Mr. Anthony Crosland, President of the Board of Trade:

'We do not want a mere switching of existing exports from one market to another; this does not help at all. What we want in 1969 is a further large increase in our total exports and a further move of resources from home to export sales. The new German measures will give an extra boost to our export sales, and we must make sure that we exploit this opportunity to the full.'

The Federal Republic as a market

The full implications of recent events in the international economic and monetary field have yet to be worked out. But the advantages offered in these circumstances by the German market are clear.

The Federal Republic of Germany

– is the second strongest industrial country in the western world, with a steady and high rate of growth;

– is rapidly becoming Britain's second most important export

(*Continued on next page*)

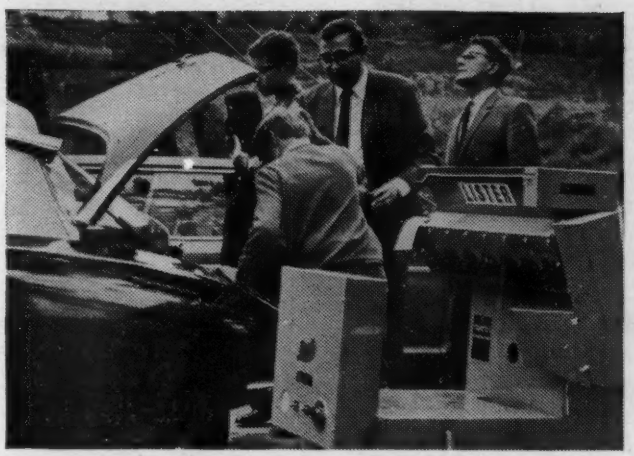
The first Royal Worcester Room in Europe was recently opened at Prestige, Uhlandstrasse, West Berlin, by Mr. A. D. Mitchell, Consul (Commercial), British Consulate General, Berlin. Among those present at the ceremony were Mr. G. F. Edwards, British Consul General; Major General F. J. C. Bowes-Lyon, British town commandant, Berlin, and Mrs. Bowes-Lyon; Mr. Raymond G. A. Etherington-Smith, deputy British town commandant, Berlin; Oberregierungsrat Moser, Senator of Economics, Berlin Senate; and Herr Fuhrmann, vice-president, Berlin Chamber of Commerce. The picture shows (left to right): Mr. A. D. Mitchell, Major General F. J. C. Bowes-Lyon, Mrs. Bowes-Lyon and Mr. R. A. Bullock, general sales manager, Royal Worcester, admiring some of the pieces.

market (in the first nine months of 1968 British exports to the Federal Republic were valued at £236 million; to Australia £242 million; and to the United States £642 million;
– has a population of 60 million (10 per cent larger than the United Kingdom) with ample purchasing power;
– had a gross domestic product in 1967 of about £50,000 million (United Kingdom £39,000 million);
– imported in 1967 goods to the value of £7,300 million (United Kingdom £6,400 million), probably rising to £8,300 million in 1968;
– had exports worth £9,000 million in 1967 (United Kingdom £5,200 million).

With broadly similar economies, trade between Britain and Federal Germany has risen steadily despite tariff barriers; but the British share of total German imports dropped between 1964 and 1967 from 4.7 per cent to 4.1 per cent: A rise of one-third in British exports to the Federal Republic and West Berlin in the first nine months of this year has brought our share back to 4.3 per cent, and there is a good chance that the value of British exports will reach £320 million. For the year this is a solid base from which to expand.

Trading conditions

The Federal Republic offers a free and open market with very few restrictions and no discrimination against foreign companies operating in Germany. The climate, though highly competitive, is friendly to imports. There are no problems over payments for imports or over credit facilities, financial facilities are readily available and it is relatively easy to raise capital for investment in marketing operations. The facilities are well known to the City of London; British banks and merchants can advise exporters how to use them.



A West German agricultural engineer, Hans F. Maintz, made a 1,000 mile round trip by car to the Dursley, Gloucestershire factory of R. A. Lister & Co. Ltd., a Hawker Siddeley company, to collect an animal feedstuffs mill wanted urgently for a customer. The picture shows Herr Maintz (centre) and two of his sons loading the mill. Extreme right is Mr. S. Bloomer of Lister Export sales department.

Trade fairs

Western Germany is the most important international trade fair centre in Europe, if not in the world. The many fair centres are visited by buyers from all over Europe and from many overseas countries. Board of Trade joint ventures are organized at all the

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575. Telex No. 53178.) Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. Telex No. 25991.)
F. Lacey.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. Telex No. 25991.)
P. B. Hunt.

South Western Region
The Pithay, Bristol BS1 2NE (Tel. Bristol 21071. Code: 0272 21071. Telex No. 44214.)
L. I. Macbeth.

Wales
Government Buildings, Gabalfa, Cardiff. CF4 4YL. (Tel. Cardiff 62151. Code: 0222 62151. Telex No. 49267.) North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)
I. Gray.

Midland Region
Five Ways House, Islington Row, Birmingham, 15 (Tel. Birmingham Midland 8221. Code: 021, 643, 8221. Telex No. 33702.)
J. F. J. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
N. S. Belam.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867. Code: 0463 30867.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. Telex No. 74578.)
H. E. Jones, C.B.E.

most important of these events, and have resulted in many successes. Exhibiting at German fairs is one of the surest ways of expanding exports to the German market – and, for that matter, to many other markets as well.

What to do now

Thus Federal Germany is a great and growing market, competitive, but wide open to all comers; many exporters will agree that they simply cannot afford to be out of it. With the combined benefits of last year's devaluation and the present German tax adjustments, now is the moment for an all-out effort.

The Board of Trade and the Official Commercial Services in Germany are ready to help those who are able to take advantage of these opportunities. If you are already established or represented in Germany, plan to visit the market now to support your operations and study the possibilities of increasing your exports. If you are not already represented, or have problems over existing representation, consult Export Services Branch or your Regional Office of the Board of Trade for advice on your prospects in the market, and help in exploiting it if the prospects are good.

Consult also the Board of Trade or the British National Export Council about planned store promotions, shopping weeks and missions; you may be able to take advantage of these. Ask the Board of Trade about participation in trade fairs.

Further information

Apart from the Handbooks for Exporters and the Hints to Businessmen booklet, the Board of Trade have available a number of reports on selling in Germany (e.g. on some major outlets for consumer goods; on advertising in the Federal Republic; on establishing a company in the Federal Republic; on the German TVA system). As soon as firm details are known of the new adjustments in the German TVA rates referred to at the beginning of this article, the Board of Trade will publish them in the Export Services Bulletin and in the *Board of Trade Journal*. Copies will be available from Export Services Branch of the Board of Trade, at Hillgate House, 35 Old Bailey, London, E.C.4, and the Board of Trade Regional Offices.

Leading British banks also published useful information sheets on the Federal Republic. Among recent non-official publications that are of direct interest is the report on 'Hindrances to Buying British' based on a study of German buyers experience, produced by Messrs. Urwick Orr and Partners Ltd. (Kimber House, Wellington Street, Slough, Buckinghamshire).

Last, but not least, the British Trade Council in Germany (Secretariat, c/o British Embassy, Bonn), a voluntary organization of businessmen mainly concerned with Anglo-German trade will readily make available the experience of its members to help British business visitors in Germany who are interested in entering or in expanding their activities on the German market. These are firms which have already shown the way. Now is the time to follow their lead and reinforce success.

Export opportunities in the Federal Republic of Germany

THE FOLLOWING export and agency opportunities in the Federal Republic of Germany have been reprinted from the *Export Service Bulletin*.

Reference No.	Commodity		Bulletin No.
ESB.43488/68	Polyethylene plant equipment	Export Opportunity	234/68
ESB.43053/68	Cranes; turbines; winches	Agency	234/68
ESB.42289/68	Clothing combination accessories; decoration novelties; gift articles; paper clothing	Agency	234/68
ESB.43355/68	Delicatessen and meat products	Agency	233/68
ESB.43150/68	Glass lamp shades	Export Opportunity	233/68
ESB.41701/68	Hose coupling	Manufacture under licence in Britain	233/68
ESB.43184/68	Automatic garage door mechanisms; plastic garage doors; sealing compounds	Agency	232/68
ESB.42877/68	Coats; knitwear; shirting materials; socks	Agency	232/68
ESB.42207/68	Lace	Agency	231/68
ESB.42677/68	Cheese	Export Opportunity	229/68
ESB.41649/68	Kneading machines	Agency	229/68
ESB.41478/68	Plastic semi-finished articles and plate	Agency	228/68
ESB.42260/68	Computer magnetic tapes and discs	Agency	227/68
ESB.41576/68	Greeting cards; toys; writing materials	Agency	227/68
ESB.42020/60	Spanners	Agency	227/68
ESB.42233/68	Steel pipes	Export Opportunity	227/68
ESB.41547/68	Car accessories; cleaning products; hair curlers; novelties	Agency	226/68
ESB.42286/68	Game; poultry; vegetables	Export Opportunity	226/68
ESB.41555/68	Conveying machinery and equipment	Agency	226/68
ESB.40399/68	Baby articles; brush and comb sets; mattresses; mugs; oven-to-table ware; toys; vacuum flasks	Agency	225/68
ESB.41960/68	Milling head units	Export Opportunity	225/68
ESB.41799/68	Photographic equipment	Agency	225/68
ESB.41922/68	Aluminium foil waste and aluminium powder; metal foil and metal powder; sheet metal	Agency	224/68
ESB.41510/68	Boating; sailing and camping equipment	Agency	224/68
ESB.41525/68	Heating armatures; high pressure valves and fittings; pressure regulators	Agency	224/68
ESB.41979/68	Meat	Export Opportunity	224/68

Proposed German import turnover tax adjustment

THE DRAFT law to be considered by Parliament provides that imports subject to 11 per cent import turnover tax will receive a rebate of 4 per cent and those subject to the 5.5 per cent rate of tax a 2 per cent rebate.

Exports will be subject to a tax of 4 per cent in the case of goods attracting value added tax at the rate of 11 per cent and a tax of 2 per cent for those attracting the 5 and ½ per cent.

The import turnover tax rebates are to take effect from November 20, 1968; the operative date for imposition of export tax remains to be fixed. The law is to remain in force until March 31, 1970, but provides that the measures can be rescinded or the rates of rebate and tax equally reduced in the event that such action would create no international economic disturbances or that the economic situation, in particular employment and economic growth, required this. The draft provides for specified exceptions to the provisions of the law.

The following broad categories of agricultural produce subject to EEC market regulations are excepted from rebate and export taxes: grains, pork, eggs, poultry, fruit and vegetables, wine, milk and dairy produce, beef, fats, sugar, processed fruit and vegetables and live animals.

The following products included in the exceptions list are those most likely to be of concern to British exporters.

Tariff classification	Product
04.04	cheese
10.03	brewing barley
16.02 BIIIA	canned pork
16.02 BIIIBI	canned beef
17.03	molasses
20.01	pickled vegetables and fruit
20.05	jams and fruit jellies
20.06	fruit otherwise preserved
20.07	fruit juices

Other forms of processed foods likely to be of interest to British exporters are not included.

Any further details about these proposals likely to be of interest to British exporters will be published in the *Export Service Bulletin* and the *Board of Trade Journal* as they become available.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Chancellor's statement on international monetary situation and new economic restrictions

MR. ROY JENKINS, Chancellor of the Exchequer, made a statement to Parliament immediately on his return from Bonn on November 22. The statement, which dealt with the international monetary situation and new economic measures by HM Government, is given below:

'As the House will perhaps be aware, I have returned within the past half-hour from a meeting of Ministers and central bank governors of the Group of Ten which was convened in Bonn by the chairman, Professor Schiller, Minister of Economics to the Government of the Federal Republic of Germany, in order to discuss the international monetary situation.

'The conference concentrated its energies on removing the risks of a major upset to the international monetary system arising from speculative capital movements connected with the rumours of changes in the parities of two currencies, the mark and the franc. As regards the mark, for a long time now the large German trade surplus has led to a persistent flow of reserves to Germany, and this situation has produced suggestions from various quarters from time to time that a revaluation of the Deutschemark would be the easiest way of producing a better balance in international payments. Talk of this kind in recent months has produced recurrent rumours, usually towards the weekends, that Germany intended to make such a move.

'The speculation has fed on itself, swelling the flows resulting from Germany's trade surplus. These rumours bear no relation to the intentions of the German Government, who have made it clear that for a variety of reasons, including their experience in 1961, they see overwhelming objections to revaluation and cannot contemplate such a course. None the less, the rumours have proved costly and damaging to the whole world.

'The searching discussions of the problems connected with the Deutschemark revaluation which have taken place during these last few days, the explanations which the German Government have given of the reasons for their objections to this step, and the very real and worthwhile efforts that they have made to produce an equivalent but, from their point of view, less objectionable method of reducing the trade surplus, should put paid to these damaging speculations about their intentions. They will not revalue.

'Moreover, the method that they have chosen to help to restore balance is not merely constructive in that the trade of other countries will receive a straight competitive advantage of 4 per cent both in German markets and in third markets, but it also has the result that those speculators who have been hoping to make a quick killing by moving into marks will make no money out of this crisis. In addition, the Federal Government are taking measures to discourage certain short-term transactions of German banks with non-residents which should further reduce speculative flows to Germany.

'As regards the franc, until earlier this year the French had a strong balance of payments and an exceptionally good reserve position. Their economy suffered a sudden and severe setback in the events of May and June of this year, and this has led to the view that in due course they might wish to take steps to restore that competitive position. Much of the danger to the international monetary system in recent days arose from the continual rumours that France would refuse any credits or other help from other countries and might take action without the normal international consultation and irrespective of the effect on other countries. The conference has effectively removed this fear.

'France has made it clear that these rumours were completely without foundation, that she will follow the normal consultative procedure and that she is prepared to accept assistance from other countries and international monetary institutions in order to maintain stability. Accordingly, a special support operation of 2 billion dollars has been mounted to assist France, in addition to existing facilities open to her of nearly 1 billion dollars.

'In a situation of speculative rumours of the kind that we have been through, it is inevitable that a great deal of the burden falls on reserve currencies. We suffered in the week before the conference, but, of course, there is no question of a movement in the sterling parity. This was not considered as a matter for discussion at the conference. However, there was a recognition of the need for effective action to neutralise the effect of speculative flows upon the reserves of different countries.

'The immediate difficulties in the exchange markets are, I believe, thus disposed of, and the London market will be open on Monday. But the events of the past week have demonstrated dramatically the urgency of our achieving and maintaining a surplus in the balance of payments of the United Kingdom. We have made considerable progress. On the basis of a three-monthly moving average, the trade figures, including those for October, have shown an improvement in every month since May. The policies we have followed since devaluation are showing their results, especially in the excellent performance of our exports.

'Nevertheless, as the House will know, the speed of our movement into balance of payments surplus has been insufficient. Despite high exports, our trade figures, while improving, have not done so as fast as necessary. One reason is the continuing high level of consumer spending. Another may be that there has been a rapid build-up of stocks.

'In order to accelerate our progress, particularly in view of the international events of the past week, we need to take firmer action to curtail demand, especially demand for imports. We must take action to get back into balance now, without further delay, or without further drawings upon our limited reserves. I am taking action of two kinds, in the taxation field and in the field of credit. I will deal, first, with tax.

'The Government have decided to activate the Customs and Excise regulator for which authority was given in Section 9 of the Finance Act, 1961, renewed in successive Finance Acts and given greater flexibility in Section 8 of the Finance Act, 1964. The Treasury has today made an Order the effect of which is to put a surcharge of 10 per cent on the duties on beer, wines, spirits, hydrocarbon oils, petrol substitutes, power methylated spirits, on the Tobacco Duty and on the rates of Purchase Tax. The effect will be to put 1d. a pint on the price of most beers, 4s. on a bottle of whisky, 5d. on a gallon of petrol and up to 5d. on a packet of 20 cigarettes.

'The increase in Purchase Tax will mean that the enlarged rates of tax will become effectively 13¾ per cent, 22 per cent, 36¾ per cent and 55 per cent.

'The surcharges will take effect from midnight tonight on all these duties except hydrocarbon oil duty where the new rates will come into operation at 6 p.m. today. The effect of the surcharge will be to increase the revenue by about £250 million in a full year.

'Following precedent, we propose to exercise the powers vested under the Bus Fuel Grants Act to refund in full the additional duty on petrol and derv to bus operators. A copy of the regulator Order is now in the Vote Office.

'I turn now to the field of credit. It is necessary for me to look to the banks for a further tightening of credit, particularly for the finance of consumer spending. I do not propose to inhibit finance for exports. I am aware that the inclusion last May within the ceiling of bank credit of the fixed rate lending for exports for shipbuilding has created problems for the banks, not least because it bears unequally as between individual banks.

'From now on, therefore, for the London clearing banks and the Scottish banks the ceiling will exclude export credit at a fixed rate of 5½ per cent which is guaranteed by the ECGD and fixed rate credit at the same rate for orders of domestic shipbuilders which is guaranteed by the Ministry of Technology under Section 7 of the Shipbuilding Industry Act. The ceiling will continue to cover all other sterling lending by these banks to the private and over-

seas sector. The Governor of the Bank of England is asking them to bring this lending by March, 1969, within the ceiling of 98 per cent of the level of November, 1967.

'When allowance has been made for seasonal factors, I estimate that this revised ceiling will require these banks to reduce their non-fixed rate lending to the private sector by about £100 million between now and next March. If, as we hope and expect, guaranteed credit at fixed rates to exports and shipbuilding increases by about the same amount over the period, there will be no increase in credit granted to the private sector.

'The other banks, who are only marginally concerned with fixed rate lending, will also be required to bring their lending by March, 1969, within the ceiling of 102 per cent instead of the present 104 per cent. A similar degree of restriction will be requested of finance houses.

'In addition, I propose a further measure of credit restriction designed to squeeze out excessive liquidity in the monetary system in a selective way which is, I believe, particularly appropriate in our current situation.

'Parliament will be asked immediately to enact legislation for a scheme of import deposits. This scheme will apply to imports of, broadly speaking, all goods other than basic foods, feedingstuffs, fuel and raw materials and certain categories of goods imported mainly from developing countries. It will cover goods amounting to just over one-third of our total imports—that is, goods valued at something under £3,000 million. There will be provision for relief in certain cases, such as goods intended for export.

'The importers of goods covered by the scheme will be required to pay to the Customs a deposit of 50 per cent of the value of these goods before the Customs will release them. The deposits will be repayable to the importer 180 days after the date of payment. The Bill will continue in force for a year, but with provision for this period to be reduced, but not increased, by Statutory Instrument. The Bill will also provide for the rate of deposit to be reduced, but not increased, by Order. A Ways and Means Resolution is being tabled today and it will appear on the Order Paper tomorrow. The House will be asked to vote the Resolution on Monday so that deposits will be payable in respect of goods entered with the Customs on and after Wednesday, November 27.

'Although in the exceptional circumstances that have now arisen we have found it essential to take this temporary measure in order to protect our vital interests, we have no desire to depart from the objective of liberalization of world trade which has been the basis of our commercial policy. We are sure that our trading partners will recognise our difficulties, as we have shown them that the health of our balance of payments is, of course, in their long-term interest as it is in ours.

'The import deposits scheme is likely to involve payment to Customs and Excise of sums of the order of £100 million in each of the next six months, which would build up to a maximum of around £600 million outstanding. The maximum will be reached in May, 1969, but the amount would not then rise further.

'No doubt the payment of these deposits will have to be financed to some extent on bank credit, especially in the first few weeks. There may, therefore, need to be some flexibility in the application of the credit ceiling during the period of adjustment. But I do not envisage that bank credit should in the slightly longer term be the main source from which these deposits are found. It is, therefore, being made clear to the banks that any credit for the payment of import deposits will have to be found within the new ceiling and that they should be very careful in the granting of credit for import deposits, particularly where the deposits are associated with the import of goods or materials for increased stocks. Clearly, therefore, bank credit cannot be a major source for these deposits.

'The import deposits scheme will, I believe, help our situation in a number of ways. Imports will be reduced directly because of the difficulty and cost of obtaining credit. This credit, so far as it is obtained from bank advances, will have to come within the 98 per cent ceiling, so that less will be left for other borrowers. So far as the credit is obtained from outside the banking system, for example, through trade credit, company and private liquidity will be squeezed, with some effect on the level of demand, including the demand for imports, or, if credit is obtained from overseas, this will improve our reserves position.

'These credit measures as a whole will involve a severe reduction in lending to the private sector. The banks are being asked to concentrate the reduction to the greatest extent possible upon finance for consumer spending, whether directly through lending to persons or indirectly through credit to hire-purchase finance companies and to the retail distributive trades. Within this general framework, the guidance on priorities, favourable lending for exports, for investment, for import saving activities, and for bridging finance for house purchase, remains in force.

'The banks will not only have to be very sparing in granting new credit, but will also be obliged to ask for the repayment of some of the lending which they now have outstanding. The representatives of the banks have been consulted. They have emphasised to us the magnitude of the task that they have been asked to undertake, but they understand the need and I am grateful for the assurances which they have given of their readiness to co-operate.

'I am well aware that the scheme for import deposits which I have announced to the House is novel in practice even through, in general terms, it has been widely discussed, and will, therefore, create practical problems of a kind that cannot be exactly foreseen. There will be problems not only for the banks, but for their customers, and not least for importers; but the scheme, with all its possible imperfections, is preferable to any alternative way open to me of bringing the deficit in the balance of payments to an end without prejudice to the longer-term improvements which I believe are in train.

'The scheme is not one which can or should be kept in being for more than a limited period, but it will have powerful effects over the next few months when we most need its benefit. Questions about the operation of any individual cases should be referred in the first instance to the local customs officer. We shall be keeping the working of these arrangements under constant review. Meanwhile, I ask all concerned to accept them as a necessary contribution to removing the excessive liquidity in our economy which, combined with too great a reliance on imports, is impeding the speed of our balance of payments recovery.

'The measures that I have just announced are undoubtedly hard. Taken together they will reduce the level of home demand by one half of 1 per cent in 1969, but we cannot escape the facts of our international financial position, as the events of the last week have demonstrated. These measures are what is necessary for our overriding objective of achieving and sustaining a sufficient balance of payments surplus. We shall ensure that the movement of resources into the balance of payments that has already begun will persist and accelerate. The action that we are taking demonstrates our determination to put our balance of payments right and to keep it right.'

Discussion on the Chancellor's statement is given in *Hansard*, cols. 1797-1805.

On November 20 Mr. John Diamond, Chief Secretary to the Treasury, made a statement in Parliament about the chancellor's visit to Bonn and the closure of the London foreign exchange market (*Hansard*, columns 1298-1304).

The Government's new economic measures were debated in Parliament on November 25 (*Hansard* cols. 33-164).

Special surcharge on tobacco, alcoholic drinks, petrol and purchase tax

THE TREASURY have made the Surcharge on Revenue Duties Order, 1968.

This Order imposes a surcharge at the rate of 10 per cent on amounts in respect of certain Customs and Excise duties and purchase tax.

The surcharge operates upon:

(a) The duties in respect of:
- Tobacco
- Spirits (excluding power methylated spirits)
- Beer
- Wine and British Wine.

(b) The duties in respect of:
- Hydrocarbon oils
- Petrol substitutes
- Power methylated spirits.

(c) Purchase Tax.

The surcharge is payable on amounts which became due on or after 6 p.m. on November 22, 1968, in respect of the duties in group (b) above and on or after November 23, 1968, in respect of the duties in group (a) above and the purchase tax.

There is a corresponding 10 per cent increase from the same

(Continued on next page)

SURCHARGE ON REVENUES, *continued*

date in respect of related drawbacks and similar rebates and allowances applicable to groups (a) and (b) above.

This Order came into operation on November 22, 1968, and has been published as Statutory Instruments 1968, No. 1845.

HM Customs and Excise announce in Public Notice No. 320a that general information about the operation of the surcharge is given in Notice No. 320 (April 1968 edition). Traders who have not received a copy of that Notice, or who require guidance on the application of the surcharge to their particular case, should contact their local Collector or Officer of Customs and Excise.

Import deposits

HM CUSTOMS AND EXCISE announced on November 22 that Parliament would be asked to approve a new scheme of returnable deposits to be paid to the Customs and certain imports. It is proposed that these deposits should be 50 per cent of the value of the goods, to be paid before Customs will release the goods and be repaid six months later.

Broadly the goods affected are manufactured and semi-manufactured articles. (A list of examples is below.) The goods exempted comprise all foodstuffs (apart from alcoholic drinks), fuel, leaf tobacco and basic raw materials for industry.

It is proposed that deposits should not be required on goods intended for export or for use in shipbuilding or as components in large aircraft nor on goods eligible for certain other existing Customs reliefs. Deposits would not be called for on consignments of not more than £50 value.

The deposit would be payable at the time when import documents are lodged with the Customs. It would be 50 per cent of the normal value for import duty purposes (i.e. exclusive of any duty or purchase tax), disregarding fractions of a pound in the result. Ordinary Customs entry documents would have to be supplemented by a Control Form (obtainable from the Customs) completed in duplicate. After six months repayment would be made to the payer of the deposit named on the Control Form. Automatic data processing methods would be utilised to effect prompt repayments.

Broadly, it is proposed that goods already in bonded warehouse should not be liable to the deposit; but, after the commencement of the scheme, deposit would have to be paid when goods are imported for warehousing (unless they are entered for exportation, etc.). Thus, wines or imported spirits already in bonded warehouse would not have to pay the deposit. Wines or spirits entered for warehousing on or after the operative date would have to pay.

Date of operation

HM Customs and Excise stated that subject to Parliamentary approval, Import Deposit would be payable on imported goods entered with Customs on and after November 27, 1968. The Act would remain in force for one year, although this period may be reduced by Statutory Order. The rate of deposit may also be reduced (but not increased) by Statutory Order.

Examples of goods on which Import Deposit would be required

Leather goods, motor cars, dressed furs, electrical goods, paper and paper articles, cameras, man-made fibres, clocks, fabrics, musical instruments, clothing, etc., furniture, pottery and glassware, alcoholic drinks, machinery, cigarettes, etc., and pharmaceutical products and toilet requisites.

CUSTOMS NOTICE NO. 481

HM CUSTOMS AND EXCISE have issued the following Notice No. 481:

1. **Broad outline of the scheme.** – Import Deposit must be paid at the time of entry whether the goods are for home use or for warehousing. It will be repaid, without application, at the end of the prescribed period.

2. **Goods exempt from Import Deposit.** – Details of exempt goods will be made available separately.

3. **Goods relieved of Import Deposit in certain circumstances.** – Import Deposit is not charged if the total value of the chargeable goods covered by the entry does not exceed £50.

Subject to certain conditions and limitations the following goods are relieved of Import Deposit, viz.:

Goods intended for use in shipbuilding, repairing or refitting.
Goods intended for use of components or parts of large aircraft.
Goods intended for export.
Spirits for use in manufacture.
Certain goods which qualify for import duty relief under Treasury Directions.
Goods reimported after undergoing an approved process abroad.
In addition, some other import duty reliefs are applied to Import Deposit.

For further information about reliefs, the local Customs Officer should be consulted.

Relief from Import Deposit must be claimed, and will be given, only at the time of importation. There is no provision for repayment of Import Deposit already paid on goods which have been exported on drawback, deposited in warehouse for exportation, etc.

4. **Value for Import Deposit.** – The value for Import Deposit purposes is the same as that for any goods liable to an *ad valorem* duty, except that for goods entered for warehousing it is their value at the time of importation.

The Import Deposit is calculated by applying the rate to this value (exclusive of any duty or purchase tax), fractions of a pound in the result being disregarded.

5. **Effect on the value for purchase tax.** – The value for purchase tax when paid at importation does not include any Import Deposit paid.

6. **Isle of Man.** – Import Deposit is chargeable on goods imported direct from abroad into the Isle of Man and on unexamined goods removed coastwise to the Island.

7. **Channel Islands.** – The Import Deposit is not chargeable on goods imported directly into the Channel Islands. It is chargeable, however, on goods imported into the United Kingdom from the Channel Islands unless exemption is claimed and supported by the declaration required by section 37 of the Customs and Excise Act 1952. (*See* Notice No. 17 for full details.)

8. **Delivery against standing deposit.** – Where delivery of goods is allowed against standing deposit (e.g. perishables and certain importations through airports), the same procedure may be used to cover liability to Import Deposit. All importers and agents who wish to use this facility should take urgent steps to make standing deposits, or to increase their existing standing deposits, to cover Import Deposit adequately.

ENTRY PROCEDURE

9. **General.** – The usual form of entry according to the classification for duty purposes must be used. It must be supported by evidence of value and, in the case of goods exceeding £250 in value, by a Form C 105. The entry must be accompanied by a Control Form C & E 139 completed in duplicate (with a third copy if the person or firm paying the deposit requires a copy for his own retention). The Control Forms can be obtained from the office of the Collector of Customs and Excise where entry is made. Instructions and notes concerning completion are given on the form itself. It should be noted that repayment of the Import Deposit will be made only to the person named on the Control Form as paying it. In this connection 'person' includes a firm or limited company or other incorporated body, and in such a case it is the name and address of the firm, company or other body which should be entered on the Control Form.

10. **Entry of goods intended for home use (other than those qualifying for relief)**

(*a*) Entries for goods which it is claimed are *not liable to Import Deposit* must bear the following declaration:
'I/We declare that none of the above goods is liable to Import Deposit.'

(b) On entries for goods liable to Import Deposit of a *total value not exceeding* £50 the following declaration must appear:
'I/We declare that the total value of all the goods to this entry liable to Import Deposit does not exceed £50.'

(c) In other cases the entry particulars must include details and calculations showing the value for Import Deposit purposes together with a statement in the body of the entry and to the left of the money column(s) as follows:
'Liable to Import Deposit at . . per cent
Amount payable . : £ ,,
When the entry covers more than one description of goods liable to Import Deposit, the value of each description of

goods and the total of the separate values must be shown in the body of the entry and the Import Deposit calculated from the total of these separate values. In recording the amount of Import Deposit payable fractions of a pound should be disregarded.

11. **Entry of goods for warehousing.** – Goods entered for warehousing before the commencement of the Import Deposit scheme are not liable to Import Deposit when delivered for home use.

After the commencement of the scheme Import Deposit must be paid at the time of entry for warehousing unless the goods are entered for warehousing for exportation, or shipment as stores, or certain other purposes (*see* paragraphs 19 and 20).

12. **Entry of goods in transit or for transhipment.** – Import Deposit is not chargeable on goods in transit or for transhipment. For such goods normal documentation on Forms XS 48 and 38 must be carried out; additionally, the face of Form XS 48 should be clearly noted 'Liable to Import Deposit', if this is so.

13. **Entry of reimported goods liable to Import Deposit.** – Reimported goods, whether or not processed abroad, qualify for relief from Import Deposit under the same conditions as those which apply to duty relief. The entry on Form XS 141 must show the rate of Import Deposit. Import Deposit is not payable on goods which on their previous importation were entered before the commencement of the scheme and have not undergone any process abroad.

14. **Entry of Import Deposit goods on which reliefs from Import Deposit are claimed.** – Goods for which relief is claimed (*see* paragraph 3) must be entered in the normal manner. The face of the entry must bear a clear statement 'Liable to Import Deposit' and show the statutory value and the rate of Import Deposit. The claim for relief from Import Deposit must be made on the entry in the manner required for a claim for relief from duty.

15. **Temporary importations**

(*a*) *General.* – Where goods are eligible for relief from duty at importation under existing temporary importation facilities they are also eligible for relief in respect of any Import Deposit. Goods liable only to Import Deposit are similarly eligible for such relief.

The procedure set out in the appropriate Public Notice (*see* pages 13A and 14 of the Customs and Excise Tariff) should be followed.

The goods should be entered in the normal manner but the entry should include the details and calculations required to show the statutory value and the rate of Import Deposit; the amount of Import Deposit should be shown separately, not in the duty columns.

(*b*) *Section 7, Import Duties Act* 1958, *and Section* 1 *Finance Act* 1966. – Where a claim is made for relief in addition to a claim for relief from import duty, the claims will be dealt with simultaneously under the existing procedures.

Goods liable only to Import Deposit are eligible for similar relief. Importers who wish to claim this should get in touch with their local Customs Officers as soon as possible.

16. **Entry of goods to Bill of Sight.** – When a request is made for the immediate delivery for home use of goods to Bill of Sight, the security given must be sufficient to cover any Import Deposit payable, but a Control Form should not be presented until the Bill of Sight is perfected.

17. **Entry of goods imported by post.** – The requirements of this Notice are modified in some respects for postal importations. Further information can be obtained from Customs Officers at Postal Depots dealing with imported goods.

18. **Entry of goods imported by air.** – Goods on which Import Deposit is payable may not (even if otherwise eligible) be cleared through the Transit Shed Register. Further information can be obtained from Customs Officers at airports.

19. **Entry of Import Deposit goods for warehousing**

(*a*) *Goods free of or exempt from duty.* – Entry for goods deposited in warehouse for exportation, shipment as stores, or exportation after process, or for use in registered shipyards or in construction or repair of ships' boilers and machinery, must be made on Form GW10, the rate of Import Deposit being shown. Entries must in all cases carry a declaration that the goods are liable to Import Deposit, followed by a request for relief appropriate to the circumstances, e.g.

'I/We declare these goods are liable to Import Deposit and request to deposit them without payment of Import Deposit in bonded warehouse for exportation.'

(*b*) *Dutiable goods (including those chargeable with Purchase Tax only).* – These goods must be entered in the usual way and Import Deposit paid at the time of entry. For this purpose Form C & E 139 (Import Deposit Control Form) must be completed in duplicate (in triplicate if the depositor requires a copy for his own use) and attached to Form GW10, which must be supported by evidence of value and, in the case of goods exceeding £250 in value, by a Form C105. If dutiable goods are to be deposited in warehouse without payment of Import Deposit (e.g. goods which are for exportation or shipment as stores only) a declaration and request on the lines indicated in sub-paragraph (*a*) above must be made on the entry, and the particulars given on the entry must include the value and rate for Import Deposit purposes.

(*c*) *Part consignments.* – Separate entries may be made of part consignments where an importer is able to earmark specified packages for exportation or other purposes free of Import Deposit. Where an importer intends part of a consignment for such a purpose, but is unable to specify and enter separately the goods concerned, Import Deposit is payable at the time of entry on the full consignment.

20. **Warehousing of goods without payment of Import Deposit 'mainly for exportation'.** – Goods may also be entered for warehousing on importation without payment of Import Deposit at the time of entry in cases where the Commissioners are satisfied that the goods are being warehoused in the course of a trade or business in which the major part of the goods of the kind in question are re-exported. Inquiries about relief of this nature should be made to the local Customs Officer.

Further information about the Import Deposit scheme may be obtained from any Officer of Customs and Excise or from the Secretaries' Office, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3 (Tel. 01-626 1515, Telex 262861).

CUSTOMS NOTICE NO. 481A

IMPORT DEPOSIT applies at the rate of 50 *per cent ad valorem* to all imported goods except those listed in this Notice. The Deposit is repayable after 180 days.

LIST OF GOODS, ACCORDING TO CUSTOMS TARIFF HEADINGS, NOT SUBJECT TO IMPORT DEPOSIT

(See Notice No. 481, paragraph 2)

This list is in terms of the Customs Tariff in force on July 1, 1968

Tariff Heading	Title of Tariff chapter, or summary description
Chapter 1	Live animals.
Chapter 2	Meat and edible meat offals.
Chapter 3	Fish, crustaceans and molluscs.
Chapter 4	Dairy produce; birds' eggs; natural honey.
Chapter 5	Products of animal origin, not elsewhere specified or included.
Chapter 7	Edible vegetables and certain roots and tubers.
Chapter 8	Edible fruit and nuts; peel of melons or citrus fruit.
Chapter 9	Coffee, tea, maté and spices.
Chapter 10	Cereals.
Chapter 11	Products of the milling industry; malt and starches; gluten; inulin.
Chapter 12	Oil seeds and oleaginous fruit; miscellaneous grains, seeds and fruit; industrial and medical plants; straw and fodder.
Chapter 13	Raw vegetable materials of a kind suitable for use in dyeing or in tanning; lacs; gums, resins and other vegetable saps and extracts.
Chapter 14	Vegetable plaiting and carving materials; vegetable products not elsewhere specified or included.
Chapter 15	Animal and vegetable fats and oils and their cleavage products; prepared edible fats; animal and vegetable waxes.
Chapter 16	Preparation of meat, of fish, or crustaceans or molluscs.
Chapter 17	Sugars and sugar confectionery.
Chapter 18	Cocoa and cocoa preparations.
Chapter 19	Preparation of cereals, flour or starch; pastrycooks' products.
Chapter 20	Preparations of vegetables, fruit or other parts of plants.
Chapter 21	Miscellaneous edible preparations.

(Continued on next page)

CUSTOMS NOTICE No. 481A, *continued*

Tariff Heading	Title of Tariff chapter, or summary description
Heading 22.10	Vinegar and substitutes for vinegar.
Chapter 23	Residues and waste from the food industries; prepared animal fodder.
Heading 24.01	Unmanufactured tobacco.
Chapter 25	Salt; sulphur; earths and stone; plastering materials, lime and cement.
Chapter 26	Metallic ores, slag and ash.
Chapter 27	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes.
Sub-heading 28.01 (B)	Bromine, iodine.
Sub-heading 28.04 (A)	Silicon, selenium.
ex Sub-heading 28.04 (B)	Tellurium.
Sub-heading 28.05 (A)	Mercury.
Sub-heading 28.11 (A)	Arsenic trioxide.
Heading 31.01	Guano and other natural fertilizers.
ex Sub-heading 31.02 (A)	Natural sodium nitrate.
ex Sub-heading 31.03 (B)	Basic slag.
Sub-heading 31.04 (B)	Certain mineral or chemical fertilizers, potassic.
ex Sub-heading 31.05 (A) (2)	Fertilizers consisting solely of natural potassium nitrate and natural sodium nitrate.
Heading 32.01	Tanning extracts of vegetable origin.
Heading 32.04	Colouring matter of vegetable origin or animal origin.
Heading 33.01	Essential oils (terpeneless or not); concretes and absolutes; resinoids.
Sub-heading 35.01 (B)	Casein, caseinates and other casein derivatives.
Heading 35.02	Albumins, albuminates and other albumin derivatives.
ex Sub-heading 35.03 (B)	Edible gelatin.*
Headings 37.04 to 37.07	Exposed film and plates.
ex Sub-heading 38.03 (C)	Flux calcined diatomite.
Heading 38.05	Tall oil.
Heading 38.06	Concentrated sulphite-lye.
Heading 38.07	Spirits of turpentine and other terpenic solvents; crude dipentine; sulphite turpentine; pine oil.
Heading 38.08	Rosin and resin acids and derivatives; rosin spirit and rosin oils.
ex Sub-heading 38.19 (IJ) (2)	Calcined bauxite.
Heading 40.01	Natural rubber.
Headings 40.03 and 40.04	Reclaimed and waste rubber.
Heading 41.01	Raw hides and skins.
ex Sub-heading 41.02 (A) Sub-heading 41.02 (B) (2) Sub-heading 41.03 (B) Sub-heading 41.04 (B) Sub-heading 41.05 (B)	Goods other than dressed leather.
Heading 41.09	Leather parings and waste.
Heading 43.01	Raw furskins.
Headings 44.01 to 44.12	Wood, not planed or further manufactured.
Headings 45.01 and 45.02	Natural cork and waste cork.
Chapter 47	Paper-making material.
Headings 49.01 to 49.07	Books, newspapers, maps, charts, manuscripts, typescripts, stamps, etc.
Sub-heading 49.09 (A) Sub-heading 49.10 (A) (1)	Trade advertising material stimulating travel abroad.
Sub-heading 49.11 (A) (2)	Trade advertising material stimulating study or travel abroad or advertising exhibitions abroad.
ex Sub-heading 49.11 (B)	Less than full-size reproductions of articles falling within headings Nos. 49.01 to 49.07 or sub-headings 49.09 (A), 49.10 (A) (1), 49.11 (A) (2), 49.11 (C) (2) (a), 49.11 (C) (2) (b).
Sub-heading 49.11 (C) (1) (a)	Certain photographic prints.
Sub-heading 49.11 (C) (2) (a)	Certain parts of books or booklets.
Sub-heading 49.11 (C) (2) (b)	Certain printed documents and diagrams.
Headings 50.01 to 50.03	Silkworm cocoons, raw silk and silk waste.
Heading 53.01	Sheep's or lambs' wool not carded or combed.
Heading 53.02	Other animal hair.
Headings 53.03 and 53.04	Waste of sheep's or lambs' wool.
Heading 53.05	Sheep's or lambs' wool, carded or combed.
Headings 54.01 and 54.02	Unspun flax and ramie.
Headings 55.01 to 55.04	Raw cotton, linters and waste.
Headings 57.01 to 57.04	Unspun hemp, jute and other vegetable textile fibres.
Heading 57.06	Yarn of jute.
ex Sub-heading 57.07 (B) (2)	Yarn of coir.
Heading 57.10	Woven fabrics of jute.
Sub-heading 58.01 (A)	Hand-made knotted, carpets, carpeting and rugs.
Sub-heading 58.02 (A)	Coir mats and matting.
Sub-heading 62.03 (A)	Used sacks and bags of jute.
ex Sub-heading 62.03 (B)	Sacks and bags of jute.
Chapter 63	Old clothing and rags.
Headings 71.01 to 71.10	Pearls; synthetic and natural, precious and semi-precious stones and precious metals not fully manufactured.
Heading 71.11	Waste and scrap of precious metals.
Chapter 72	Coin.
Heading 73.01	Pig iron, cast iron and spiegeleisen, in pigs, blocks, lumps and similar forms.
Heading 73.02	Ferro-alloys.
Headings 73.03 to 73.05	Iron and steel waste, scrap, shot, grit and powder.
Headings 74.01 and 74.02	Copper matte; unwrought copper; copper waste and scrap; master alloys.
Heading 75.01	Nickel mattes; unwrought nickel; nickel waste and scrap.
Sub-heading 75.05 (A)	Unwrought electro-plating anodes of nickel.
Heading 76.01	Unwrought aluminium and waste and scrap.
Heading 77.01	Unwrought magnesium and waste and scrap.
Sub-heading 77.04 (A)	Waste and scrap beryllium.
ex Sub-heading 77.04 (B)	Unwrought beryllium.
Heading 78.01	Unwrought lead and waste and scrap.
Heading 79.01	Unwrought zinc and waste and scrap.
Heading 80.01	Unwrought tin and waste and scrap.
Chapter 81	Tungsten, molybdenum, tantalum and certain other base metals.
ex Sub-heading 88.02 (B)	Aircraft of a maximum total weight exceeding 18,000 lb.
Sub-heading 89.01 (A)	Ships of 80 tons gross or more.
Sub-heading 89.01 (B)	Certain fishing vessels.
Sub-heading 89.02 (A)	Tugs of 80 tons gross or more.
Sub-heading 89.03 (A)	Certain other vessels of 80 tons gross or more.
Heading 89.04	Vessels for breaking up.
ex Heading 92.12	Sound recordings, not produced in quantity and not for general sale.
Chapter 99	Works of art, collectors' pieces and antiques.

**Note:* 'Edible gelatin' is gelatin which conforms to the definition in the Food Standards (Edible Gelatine) Order, 1951, No. 1196 of 1951.

Bank of England notice on credit restriction

THE FOLLOWING announcement was made by the Bank of England on November 22.

The Government has to-day announced increases in taxation and further credit restrictions, accompanied by the introduction of an Import Deposit Scheme.

In reviewing the changes in credit policy now appropriate, the authorities have carefully considered representations from the Clearing and Scottish Banks about the inclusion within the overall ceiling, since May 23, of fixed-rate lending under the special schemes for export and shipbuilding finance. It is recognized that this inclusion can lead to inequities between individual banks and it has been concluded that it can be abandoned without damage to the effectiveness of credit policy generally. Accordingly, such lending will henceforth be excluded from the calculation of credit ceilings.

Allowing for the exclusion of fixed-rate lending, the London Clearing Banks' lending in sterling to the domestic private sector and to overseas borrowers in mid-October was broadly at the same level as in mid-November 1967, after allowing for seasonal adjustment. The Clearing Banks are now asked to reduce this lending to 98 per cent of its mid-November 1967 level by mid-March 1969. The Scottish Banks are asked to restrict their lending, so that it does not exceed in mid-March 1969, after seasonal adjustment, 98 per cent of its level in mid-November 1967. Other banks, who are largely unaffected by the removal of fixed-rate lending from the ceiling, are asked to ensure that their restricted lending, after seasonal adjustment, does not exceed at the end of March 1969

(*Continued at foot of next page*)

Visits by British overseas commercial representatives during the period to February 1969

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months:

JAMAICA (Kingston)	D. V. THORNLEY First Secretary (Commercial)	January/February 1969	In present post since 1967
PAKISTAN (West) (Lahore)	E. J. FREEMAN First Secretary (Commercial and Economic)	February/March 1969	In present post since 1967
PERU (Lima)	J. G. MacDONALD, MBE Second Secretary (Commercial)	February 1969	In present post since 1966
SOUTH AFRICA (Cape Town)	S. FREDRICK Vice-Consul (Commercial)	January/February 1969	In present post since 1966

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices, together with the areas covered and the appropriate office for Northern Ireland, were listed at page 1447 of the *Board of Trade Journal* of November 22. See also page 1452 of this issue. Those firms and organizations other than in the Eastern Region and the London and South Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Because some officers have only limited time at their disposal, it may not always be possible to arrange an interview. Where it is not possible firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives, can very often supply advice or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

BANK OF ENGLAND, *continued*

102 per cent of its level immediately before devaluation on November 18, 1967.

The Deposit Scheme requires importers to deposit with HM Customs 50 per cent of the value of all imports covered. The deposits are to be made at the time of arrival of the goods affected and will be repaid 180 days later. The imports covered by the Scheme for deposits are currently running at a rate of about £2,800 million per annum. Deposits may build up to a maximum of about £600 million at the end of six months, depending on the extent of the resultant decline in imports. It is intended that the additional funds required to finance import deposits should not be primarily derived from credit provided by the banking system.

Banks are asked to make every effort to conform to the new ceiling despite the new demands for advances which will be made on them arising from import deposits. Though some limited degree of flexibility can be allowed to the banks in the first few weeks to permit adjustment to the new ceiling, it will be necessary for them to be very restrictive about lending to finance import deposits except where it can be shown that the imports in question make an essential contribution to exports or other activities which have been recognized as having the highest priority for bank lending purposes. In particular, the banks are asked to avoid as far as possible lending to finance imports which are to be added to stocks.

This further restriction of credit has been discussed with the Clearing and Scottish Banks who have been asked to secure a substantial reduction in their lending for the finance of personal consumption, whether extended directly to individuals or indirectly through retailers, dealers and others. While existing commitments will be respected, many customers of the banks whose borrowing is not of the highest priority for credit control purposes can therefore expect to be asked to effect as soon as possible a substantial repayment of borrowing outstanding.

Other banks are asked also to ensure that the curtailment of their low-priority lending now required falls particularly on lending for the finance of personal consumption.

The members of the Finance Houses Association and large non-member finance houses are being asked to observe comparable restraints on their lending.

The provisions of the Bank's Notices of May 23, 1968 and November 19, 1967 relating to leasing and the terms of personal loans remain in force.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified,

NUMBER	GRANTEE	SUBJECT-MATTER
	November 4, 1968	
887,743	Aktiengesellschaft Brown, Boveri & Cie.	Method of producing semi-conductor rectifiers.
991,938	Leon Texsier	Interference suppressor for internal combustion engines.
998,405	Dennis Brothers Ltd.	An improved hoist for a bin or other substantially rigid container.
1,025,816	Orion Radio es Villiamossagi Vallalet	Process for increasing the solderability of electroplated zinc coatings.
1,108,923	Chinoin Gyogyszer-es Vegyeszeti Termekek Gyara R.T.	Mutation of antiobiotic-producing strains of streptomyces.
	November 6, 1968	
916,262	Agfa Aktiengesellschaft	A developing machine for photographic material.
997,927	Brown, Boveri & Company Limited	Windings for transformers and reactors.
998,750	Alton Revoe Wells	Container and electrical heater means.
1,000,568	Brown, Boveri & Company Limited	Casing for a semi-conductor rectifier.
1,019,786	Houilleres du Bassin du Nord et du Pas-de-Calais.	Stabilization of polyoxymethylenes.
	November 7, 1968	
908,678	Agfa Aktiengesellschaft	Roller assembly, more especially for offset printing machines.
971,139	Globe-Union Incorporated	Improvements in locking devices.
1,077,299	Gevaert-Agfa N.V.	Methine dyes.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office, London.

Group of Ten Communique

THE FOLLOWING communique was issued on November 22 by the Ministers and Governors of the Group of Ten:

'The Ministers and Central Bank Governors of the 10 countries participating in the General Arrangement to Borrow met in Bonn on November 20-22, 1968 under the chairmanship of Professor Karl Schiller of the Federal Republic of Germany. M. Pierre-Paul Schweitzer, Director of the International Monetary Fund, took part in the meeting which was also attended by the President of the Swiss National Bank, the Secretary-General of the OECD, the General Manager of the Bank of International Settlements and the Vice-President of the International European Community.

'The meeting was called by Professor Schiller on the proposal of several member countries. The Ministers and Governors had a comprehensive and thorough exchange of views on the basic problems of balance of payments disequilibrium and on the recent speculative capital movements.

'The participants agreed that international monetary stability is the joint responsibility of all countries in the international economic community. Deficit and surplus countries expressed their willingness to contribute effectively to the stability of the international monetary system through appropriate and concerned economic policies. They agreed on measures to counter speculative capital movements.

'Professor Schiller explained the decision of the Federal Government of Germany to introduce immediately tax relief on imports of 4 per cent of their value and a tax burden on exports of 4 per cent of their value. These measures will substantially reduce the German trade surplus. The German Government also intend to restrict certain short-term transactions of German banks with non-residents; and the Federal Bank has decided yesterday to raise to 100 per cent the reserve requirements on additions to bankers' liabilities to foreigners.

'After thorough discussion of the German measures, the Ministers and Governors agreed that these measures would make a significant contribution to the stability of the monetary system and the adjustment process. In the light of those measures they endorsed the decision by the Federal Government to maintain the parity of the DM.

'The French Economic and Finance Ministers explained the situation of the French currency, the measures already taken towards the restoration of international and external equilibrium and the problems still to be solved.

'It was decided to set up a new Central Bank facility for France in the amount of $2 billion. This is in addition to France's substantial drawing facility on the IMF. The decision on these credit facilities underlines the determination of the monetary authorities to counter speculation and to offset the effects on reserves of short-term speculative flows.

'For the same purpose the Governors together with the BIS will determine new central bank arrangements to alleviate the impact on reserves of speculative movements.

'The Ministers and Governors welcome the measures taken which will make a major contribution to the restoration of economic payments equilibrium.'

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it coordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form,

President de Gaulle's announcement

DURING THE COURSE of a broadcast speech to the French nation on November 24, President de Gaulle said:

'Those nations best provided for have just made available to us substantial credits which can be increased further, and which add to reserves that we hold ourselves.

'At last, we can see the day coming when, as a result of unhappy experience, the whole world will agree to establishing an impartial and reasonable monetary system giving each country when it merits it – protection against sudden and absurd speculative movements. In short, we have, in all truth, for the present and the future, everything we need to complete the restoration already started and to again take the lead.

'This is why, after due reflection, I have, with the Government, decided that we must continue our recovery without resorting to devaluation.

'In the situation, at once confused and full of hope, in which we find ourselves today, such an operation [devaluation] might well be not a remedy at all but a momentary artifice, a ruinous facility and a bonus paid to those who have wagered on our decline.

'But, aside from certain rivals who are very active and in very good order, the maintaining of our currency requires absolutely that we restore our complete equilibrium in all respects and in all spheres.

'From the economic point of view, this means that, without giving up the increase in pay as agreed upon last spring, we refuse to impose new burdens on our economy for this purpose, because they would prevent it becoming vigorous and competitive again. It means at the same time that we intend to keep down the prices of our manufactured goods, foodstuffs and services. It means that, in order to bring our balance of payments into surplus, we propose to develop at once the exporting capacity of our companies, particularly by lifting certain taxes that weigh excessively on their costs.

'From the financial point of view, the 1969 Budget deficit, which was first estimated at over 11,500 million francs (about £960 million), will be reduced to under 6,500 million francs (about £540 million), due especially to reduction of administrative operating expenditure, reduction of subsidies granted to nationalized concerns, and cuts for the moment in our plans for civil, military and university equipment.

At the same time credit allotted by the state will be adapted and restricted to the real needs of national growth. It goes without saying that the necessary controls will have to be applied rigorously, both as regards exchange controls and as regards the effective collecting of all existing taxes.'

Note:

On November 25 the French Government published stringent exchange control measures, including restrictions on travel allowances. Further implementing of the austerity programme was expected to be announced on November 26.

Bank Holidays in 1969

THE LATE spring Bank Holiday in 1969 will be on May 26, in England, Wales and Scotland. The summer Bank Holiday will be on September 1 in England and Wales and on August 4 in Scotland. These changes are effected by a Royal Proclamation which was published on November 26, in the London and Edinburgh Gazettes.

The Bank Holiday on May 26, which happens to be the Monday in Whitsun week, will replace the first Monday in May in Scotland; and the Bank Holiday on September 1, will replace the first Monday in August in England and Wales.

HM the Queen has declared these changes by Royal Proclamation which was made on November 22, under the Bank Holidays Act 1871 and other Acts.

Notes:

These changes continue the experiment of moving the late spring and summer bank holidays nearer to the end of May and August. In 1968 the nearest Monday to the end of May is the Monday in Whitsun week, and the nearest Monday to the end of August is the first Monday in September. In Scotland, where bank holidays are not observed as public holidays, the August bank holiday in 1969 will revert to the statutory date of the first Monday in the month, August 4.

The Proclamation covers only Great Britain. The authorities in Northern Ireland are responsible for their own arrangements. The Bank Holidays Acts do not apply to the Channel Islands and the Isle of Man.

The changes to which this Proclamation gives effect were announced by the President of the Board of Trade in written answers to Parliamentary Questions on March 21 and April 13, 1967 (*Hansard* cols. 252 and 240).

EFTA ministerial meeting communique

THE FOLLOWING COMMUNIQUE was issued on November 22 at the conclusion of the EFTA Ministerial meeting in Vienna.

'The EFTA council and the Joint Council of EFTA and Finland met at Ministerial level in Vienna on November 21 and 22, 1968. Mr. O. Mitterer, Austrian Federal Minister of Trade and Industry, was in the chair. The Councils carried out a full review of the activities and prospects of the Association, and of developments in European integration.

'Ministers had before them an application from the Government of Iceland for accession to EFTA. They welcomed this application and instructed the Council at official level to prepare and carry out the negotiations.

'The EFTA Council, with the Finnish Minister participating in a personal capacity, held a full discussion on European integration, recalling EFTA's continuing efforts to promote closer economic co-operation in Europe, Ministers reaffirmed their readiness, expressed at their meeting in London in May, to consider in a positive spirit any constructive proposals for interim solutions including trading arrangements which might be put forward by the European Economic Community, provided that these proposals were in conformity with their international obligations. They noted with interest developments since the London meeting and especially the decision of the EEC Ministers to examine all current proposals, in particular those for trading arrangements and technological co-operation. Ministers expressed the hope that these initiatives taken within the EEC would soon result in common proposals by the Six. They instructed the permanent representatives in Geneva to keep the situation under close review in the light of developments in the Communities so as to enable a co-ordinated response to be given to any proposal by the Six which might be put to their Governments individually or collectively. Ministers were agreed that any solution must be consistent with GATT obligations and should provide a resonable balance of advantage to each EFTA country.

'In discussing the internal affairs of the Association, Ministers stressed the importance of the proper functioning of the Free Trade Area as an instrument for economic co-operation between their countries and as a contribution to a solution to the European integration problem. With this in mind, Ministers expressed their determination to secure the rapid implementation of the work programme approved at their meeting in London last May. The main elements of this programme are directed to the improvement of trading opportunities in EFTA, to defining more precisely the responsibilities of member states under the convention, and to extending consultations in EFTA in a number of fields. The Councils expressed understanding for the serious problems arising for certain Member States as a result of developments in trade in agricultural products. Ministers urged the Councils at official level to complete their review of the agricultural provisions of the Convention so as to make possible a detailed discussion of these problems at the next Ministerial meeting.

'The Councils discussed the problem of the import into the United Kingdom of quick-frozen fish fillets from the Scandinavian countries. It was agreed that the representatives of the countries directly concerned would meet with the Secretary-General in February or March in order to renew their efforts to find a mutually acceptable solution to the problem.

'The Councils stressed the importance of the activities of GATT and agreed to give careful attention to the contribution which could be made by EFTA Governments to a further dismantling of tariffs and other trade barriers, having in mind also the interests of developing countries.

'The next meeting of the Ministerial Councils will be held at EFTA'S new headquarters in Geneva in early May 1969.

'The United Kingdom delegation informed the Councils of the measures which the United Kingdom Government proposed to introduce in the context of the present financial crisis. Ministers instructed the councils at official level to examine the matter further.'

USING EFTA

To inform the EFTA businessman of his opportunities in the new free markets of EFTA, a 161-page book has been produced by the EFTA Secretariat in Geneva entiled 'Using EFTA'. This describes the conditions of each of the eight national markets and summarizes the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the regular 'EFTA Bulletin'), are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

Product design — the Cinderella of industry

— Lord Brown

CRITICISM OF THE design of some products made by British firms was made by Lord Brown, Minister of State, Board of Trade, when he addressed members of the Manchester branch of the Institute of Marketing in Manchester on November 20.

Posing the questions 'Are we using in a properly organised setting sufficient professional designers of all we make? Are we making sufficient differential progress compared with our overseas competitors?' Lord Brown said that with regard to the first question we were making rapid progress, and anyone visiting exhibitions of our products either at home or overseas could see the evidence. As to the second question, he did not know the answer, 'but', he added, 'I do know that whereas many British firms are doing very well in this respect, there are many that really have not yet grasped the fact that, satisfied as they may currently be with what they make and sell, their competitors overseas are employing greater resources to out-design them. These overseas firms are eating not only into our overseas markets but into our home market, too. Swollen imports in some industries bear testimony to that.'

Continuing, Lord Brown asked: 'Why do companies use such terms as research or research and development when they mean product design? Research is just one technique which should be in active use in product design as well as in manufacture and marketing. There is this tendency to think of the activity of the design department – or whatever it may be called – as being of a sort that cannot be controlled and programmed in the same way as manufacturing or marketing work because it is "creative" or "inspirational". But all work is creative. The devising of new manufacturing processes or new methods of marketing are both inspired and creative and they too involve research. It is sometimes maintained that though it is possible to set target dates for the achievement of results in the field of manufacturing and marketing activity it is not possible to do so in relation to product design because new designs are the outcome of research and invention and these are not amenable to such organization.

'Do we not all recognize from our own experience that whereas fortunes can be founded on inspired creative thinking and that though any form in industrial activity can be wonderfully accelerated by a break-through in thinking, that our companies can't mark time waiting for these to arrive?' He said we achieved steady progress by planning, putting the right people in the right positions, investment of resources, setting of objectives and hard work. That was the recipe for better product design as it was for manufacturing and marketing work.

The United Kingdom could build a more prosperous future and a higher standard of living for itself if it would join battle in export markets more and more in terms of better and more sophisticated product design, he continued. 'You with your vast collective experience of marketing know that fewer and fewer overseas markets are going to buy goods of passable design because they are very price competitive when they have the offer of goods of very excellent design at higher prices.

'Let me put this to you in more personal terms. Which would you prefer to head, the marketing organization of a firm whose products were clearly superior in design but which cost more than competitors, or where design lagged but prices were lower than others? If some of you would prefer the latter I think your choice will change over the next few years.'

Lord Brown said he would like to correct a misunderstanding which could arise from what he had said. He had inferred that good design and high price were companions but this was not inevitably so. To cut production expense by say 10 per cent for the manufacture of a given volume of output was a formidable task and many a company had invested millions in new equipment to achieve such an objective. But in the same situation 10 per cent of such investment spent instead in product design and modification could, in some instances, more easily result in a 10 per cent reduction in production expense. In other words appropriately organized product design activities could be not only a market attracter but an expense reducer.

(Continued on next page)

PRODUCT DESIGN, *continued*

'The United Kingdom has an economic battle on its hands in the field of international competition which is being waged not only in overseas markets but equally with declining tariffs in the home market. The cutting edge of the economic weapons which will help to win that battle is product design. I am not saying all that matters is product design for, I repeat, the business of industry is the design, manufacture and marketing of goods but I do say that whilst the efforts of your institution and of others has put marketing on the map product design still tends to be the Cinderella of industry.'

Trade Descriptions Act in force from tomorrow

MR. ANTHONY CROSLAND, President of the Board of Trade, in a message to consumers and traders to mark the coming into force of the Trade Descriptions Act tomorrow November 30 said: 'The Trade Descriptions Act already being widely hailed as the "Shoppers' Charter", means that as consumers we are going to get a squarer deal. We are very well served by most of our manufacturers and traders but there are practices which have grown up in some places that need changing. For instance, goods are described in such a way that the buyer thinks he is getting a bargain when, in fact, he is not and services are offered so that he expects things to be done for him when they will not be.

'The new Act, which will be enforced by local Weights and Measures Authorities, is designed to put a stop to these and other misleading descriptions. From now on, I hope, we will see and hear a lot more straight language about what we are being offered.'

Untrue descriptions made illegal by the Act include details of quantity or size, how or when goods are made, what they are made of and who, by their fitness for any purpose, strength or performance and any other information about their physical characteristics or history. For there to be an offence the descriptions must be false to a material degree.

The Act will also make it unlawful for a trader to indicate that his prices are less than they really are or to make untrue comparisons between his current price and his own or a recommended price. If he claims he has reduced his price he must (unless he expressly indicates the contrary) have charged the old price for at least 28 consecutive days in the last six months.

Under the Act the Board of Trade will be able in shoppers' interests to order that goods be labelled with particular information and that words which tend to be used misleadingly should have specific meanings.

A leaflet describing the provisions of the Act in more detail, is available free from the Board of Trade, United Kingdom Publicity Section, Information Division, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2579/80).

ECGD backs £1.1 million contract for Pacific island

THE EXPORT CREDITS Guarantee Department signed a financial guarantee on November 22 covering the financing of a 5,700 tons deadweight general cargo and bulk phosphate carrier for the Pacific island of Nauru. The £1.1 million contract was signed in Australia between the buyer, the Nauru Local Government Council, and the Scottish firm of Robb, Caledon Shipbuilders Ltd. It brings this year's total of shipbuilding contracts for Scotland covered by ECGD financial guarantees to £15.7 million.

The £668,200 loan for financing the contract is being made available by the Clydesdale Bank Limited and is repayable over eight years from the date of delivery of the vessel.

Wool textile industry expanding exports

SPEAKING TO THE Wool Textile Economic Development Committee in Bradford on November 19, Mr. Fred Lee, Chancellor of the Duchy of Lancaster, said:

'The Wool Textile EDC is doing a job which no other body in the industry could do. It is identifying management and labour in the common aim of improving the efficiency of the industry, and hence its contribution to the national economic objectives. The determination of the industry to make a significant contribution is being shown by the industry's wholehearted involvement in work on the Market Study.'

This inquiry into the products and markets of the Wool Textile industry would not have been possible without first the initiative of the EDC and then the 'know how' of the industry itself which had been freely placed at the disposal of the consultants. The very wide involvement of the industry in this study and the Government's contribution of £65,000 to its cost were striking features, and suggested that the outcome would be of the greatest value.

The future of the Wool Textile industry lay not only in meeting demand in existing markets (which it had always done) but in taking up the challenge of new markets and modifying and developing its design, production and marketing methods to meet the challenge without losing its reputation for fashion and variety.

Imports of fresh grapefruit from dollar area

THE BOARD OF TRADE have issued Notice to Importers No. 1234 announcing that the quota for imports of fresh grapefruit from the Dollar Area will remain unchanged at £1,150,000 c.i.f. for the period December 1, 1968-September 30, 1969. Import licences will be valid only for the period stated.

The separate quota for imports from Cuba will remain unchanged at $70,000 f.o.b. for the calendar year January 1-December 31, 1969.

Licences under the quotas will be issued, as at present, against evidence of contracts placed with overseas suppliers. Applications on form ILB/A, accompanied by the required evidence, should be sent to the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1.

The Dollar Area comprises Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America and Venezuela.

Application for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received an application for the reimposition of import duty from January 1, 1969 on the following item which is at present temporarily exempt from duty.

Tariff heading	Description	Reference
29.14	Palmitoyl chloride containing: (a) not more than 100 parts per million by weight of phosphorous compounds calculation as P, (b) not more than 100 parts per million by weight of sulphur compounds calculated as S, and (c) not more than 10 parts per million by weight of heavy metals calculated as Pb	6970

Application for the removal of the import duty on helium

THE BOARD OF TRADE give notice that they are considering an application for the removal of the import duty on helium ex tariff subheading 28.04 (B).

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than December 20, 1968.

Conference on exporting to Eastern Europe

A TWO-DAY RESIDENTIAL conference on 'Exporting to the USSR and Eastern Europe' has been arranged by Overseas Service College in association with the East European Trade Council. The conference will be held at Farnham Castle, Surrey, from February 17 to 19 under the chairmanship of Sir Cecil Parrott, HM Ambassador to Czechoslovakia from 1960 to 1966 and now Professor of Russian Studies at Lancaster University. The fee for the course, including accommodation and meals, is 30 gns. Applications should be made to the Conference Secretary, Oversea Service College, The Castle, Farnham, Surrey (Tel. 025-13 21194).

Report on moving exports to Europe

THE ECONOMIC Development Committee for the Movement of Exports, published on November 27 a report which examines certain aspects of moving exports to Europe.

The report, 'Delivering the Goods', follows up earlier work done by the EDC on exporting to Europe, and draws upon a survey prepared by the Metra Consulting Group Ltd. for the EDC. The EDC's report is being widely distributed to firms and trade associations concerned with exporting.

The report highlights ways of speeding the flow of British goods to Europe, Britain's largest export market. It first looks, however, at how the image of the United Kingdom export delivery system can be improved in the eyes of continental importers. There is a need for British exporters to dispel amongst their customers the now outdated ideas that the Channel and the North Sea are barriers to trade. The EDC points out that with the improvements which have been made to the transport system the sea crossing is no longer a significant barrier, indeed in many cases it can be regarded as an asset, giving a flexible access direct to the North Sea hinterland of Europe.

Further copies are available free from the Secretary, Movement of Export EDC, 21/41 Millbank, S.W.1,

BPF mission to Japan

THE FIRST Mission to Japan organized by the British Plastics Federation will leave this country today (November 29) on a fact-finding tour until December 13. The object is to learn more about the Japanese plastics industry and to discover how best to effect co-operation between the two countries to the mutual interests of the British and Japanese plastics industries. The mission will be led by Mr. S. R. Badley, technical manager (Applications), B.P. Chemicals (United Kingdom) Ltd.

Mr. Peter Tennant reports on Australia/New Zealand tour

MR. PETER TENNANT, director-general of the BNEC, reported back in London on November 20 after a six week fact-finding tour of Australia and New Zealand. He urged greater interest in New Zealand and said that he would be making recommendations to BNEC New Zealand to send out a larger fact-finding mission next year. It was unwise, he said, to plan an exporting strategy until the National Economic Development Conference, now in progress in New Zealand, had decided on the country's correct economic priorities.

Mr. Tennant said that British firms seemed unaware of moves inside New Zealand to move gradually away from import quotas towards reliance on tariff protection. 'British firms must take in what is going on and make use of the proper machinery for stating their case when it comes to fixing a tariff,' he said.

Specific opportunities in New Zealand lay in the fields of special equipment for industry: machine tools, automation, mechanical handling, transport – anything which would raise productivity in industry.

Speaking of the prospects for British trade in Australia, Mr. Tennant said that this was a freer market altogether. Our greatest opportunities seemed to lie in supplying equipment to increase the country's productivity. Mr. Tennant also spoke of the low level of research in Australian industry and the opportunity this afforded for joint operations in research. Containerization was about to give British firms an enormous opportunity for export to Australia.

Manchester trade missions for 1969

'OPERATION HARD-SELL' is the slogan for three trade missions by the Manchester Chamber of Commerce in 1969. Members of the Chamber will be flying to the Congo, the Caribbean area and the Persian Gulf to sell their products. The 15-day mission to the Democratic Republic of the Congo will get under way mid-January and will comprise about 10 local businessmen. Fifteen executives will go on the other two. The Caribbean mission is to last throughout March and include markets in the Bahamas, Barbados, Guyana, Jamaica, Trinidad and Tobago. In April, a party will spend three weeks exploring markets in Libya, Saudi Arabia and the Lower Gulf.

A reception was given jointly by the British Embassy and the Anglo-Portuguese Chamber of Commerce in Lisbon to a mission from the Wolverhampton Chamber of Commerce recently. The mission was promoted by the Wolverhampton 'Express & Star' and consisted of representatives of 12 firms whose products ranged from paints and varnishes through kitchen equipment, welding equipment, tractor cabs, pressure vessels and storage tanks, etc. to conveyor and mechanical handling equipment. After visiting Portugal from November 3 to 10 the mission then continued to Spain. Hard orders were taken to an amount of around £100,000 in Portugal but there were also a number of orders to be followed up. In the photograph the Ambassador, Sir Anthony Lambert is fourth from the left. Immediately to his left is the leader of the mission Mr. P. F. Rateman of Griffiths Bros. & Co. (London).

British authorities to speak in United States on metric change

MR. H. A. R. BINNEY, director-general of the British Standards Institution, and Col. J. S. Vickers, chief engineer, planning, who has prepared the BSI programmes for the British engineering industry's change to the metric system, are to go to the United States to speak to America's national standards organization on the subject on December 11.

BOAC promotes Asian exports drive

BRITISH OVERSEAS AIRWAYS CORPORATION announce that they will sponsor one of the most important business conferences ever held on Japan in London on February 6, 1969. The conference is designed to demonstrate to British businessmen and industrialists the opportunities that exist for trade with the Far East's most dynamic market.

Lord Brown, Minister of State, Board of Trade, will open the conference. Sir Francis Rundall, a former British Ambassador to Japan, will be among the speakers.

The conference will be a prelude to BOAC's first Polar route service between London and Tokyo and Osaka which starts on March 31. The new service will save businessmen almost eight hours over the journey time on the more traditional route across India.

Inquiries about the conference should be made to the organizers, Independent Trade Missions, 25 Queen Anne's Gate, S.W.1 (Tel. 01-930 9267).

Birmingham mission to Kenya

A BUSINESS MISSION from the Birmingham Chamber of Commerce and Industry has ended a ten-day visit to Kenya which, according to its leader, Mr. R. J. Mortimer, area manager of the Standard Bank Limited, Birmingham, had been extremely satisfactory from all points of view. Of the 17-man team, ten were visiting Kenya for the first time and were now personally aware of the vast trading opportunities which the country offered.

The demand for British products remained high and the figure of £25,000 for orders already received with at least another £130,000 expected in the next 12 months augured well for continuing and increasing sales in the future.

Mr. Mortimer will be leading a small Birmingham Chamber Business Group during its visit to Madagascar and Mauritius in the next two weeks and will return to England early in December.

Success in Vienna for Leicester 'mini-mission'

'LEICESTER CHAMBER OF COMMERCE – Special Ambassadors of Trade' was the headline which appeared in the official journal of the Vienna Stock Exchange heralding the second visit to Vienna in two years of a trade mission from the Leicester Chamber of Commerce. This was a high reputation to live up to, but a report from Vienna states that the members of the mission, following intensive programmes prepared for them by the Commercial Department of the British Embassy on October 23-24, left the business community of Vienna in no doubt that they were serious in their desire to export British goods to the Austrian market and that they had the energy to seek orders and see that the goods were delivered on time.

The members of the mission spent the first of their two working days in Vienna interviewing potential agents in their hotel rooms where sample goods were on display. Those members of the mission, who came to Vienna seeking agents, all achieved this aim. The second day was devoted to the 'hard sell' when all members of the mission, accompanied by their agents, visited buyers in Viennese department stores, chain stores and boutiques. At the end of the day, firm orders had been taken to the value of £23,000 with orders worth a further £5,000 still to be confirmed. All members of the mission were optimistic about the future for their products in the Austrian market and estimated that it could be worth to them a combined value of £60,000-£70,000 during the next 12 months.

Mr. Maurice Barrett (centre), Board of Trade Senior Export Officer at Leeds, in discussion with Mr. M. Williams, chairman (right) and Mr. A. R. F. Kilner, vice-chairman at the November meeting of the West Riding branch of the Institute of Export at Bradford. The theme of the evening's discussion was the Board of Trade facilities available to exporters both at home and abroad.

West Anglia Exporters' Club appoints President

MR. RICHARD PERKINS, deputy managing director of the Perkins Engines Group, has been appointed president of the newly-formed West Anglia Exporters' Club, which already has nearly 40 members.

The club's aims will be to help members develop exports to the Continent, particularly Scandinavian countries. Mr. Perkins told members at their inaugural meeting that they were laying the foundation stone of what he thought would be a very successful organization.

Norfolk Exporters' Club holds first meeting

NORFOLK, SUFFOLK and Essex companies are ideally placed to be competitive in exporting to the Common Market and EFTA countries, members of the newly formed Norfolk Exporters' Club were told at their first meeting on November 11.

The meeting, held in Norwich, proved to be the biggest gathering of Norfolk exporting companies ever to be held, with 28 managing directors present. A panel of leading businessmen and export authorities, chaired by Mr. Rodney Fraser, publicity director of the British National Export Council, agreed that firms in East Anglia, being within 20 to 30 miles of ports serving direct every day EEC and EFTA countries, are in a position to be more competitive than companies in London, the Midlands, the North East or the North West.

One-day export symposium at Kirkby, Lancs.

'CALL EXPORT INTELLIGENCE', the 30-minute colour film made for the Board of Trade, was introduced by Mr. Thomas Johnson on November 21 at what is believed to be the first export symposium to be held in Merseyside. Mr. Johnson, head of the Board of Trade's North Western Region Special Export Team, was one of the guest speakers at the one-day symposium held at the Kodak Research Laboratory building at Kirkby by the Kirkby Industrial Estate Association. Other speakers were Mr. D. E. Oakes, chairman of the Association, who spoke on the inducement and the 'Why' of exporting; Mr. J. K. Sedman, of ECGD, who described the work of the Export Credits Guarantee Department and the North West Export Club; Mr. Joe Sussmann, managing director of Intertrade Export Company Ltd., on the role of the United Kingdom Clearing House and the Foreign Agent; Mr. F. B. Mitchell, manager of Midland

Bank Ltd., Overseas Branch, and past president of Liverpool Export Committee, on banking services for exporters; Mr. W. M. Quirk, Surveyor of Customs and Excise, St. Helens District, on refund of import duties, duty drawback, etc.; Mr. R. L. Paterson, secretary of Merseyside Chambers of Commerce, on sponsorship of foreign missions, etc., by Chambers of Commerce; Mr. J. Moon, director of McGregor Gow and Robinson Ltd., on shipping and forwarding; and Mr. A. F. Clark, KLM Royal Dutch Airlines, Manchester, who spoke on the potential of air freight.

New members for BNEC Africa

TWO NEW members for the BNEC Africa Committee were announced by the British National Export Council on November 21. They are Dr. G. A. Schnellman, managing director of Mackay & Schnellman, London, and Mr. H. B. Higgs, tractor sales manager of British Leyland Motor Corporation Ltd.

Hunt Committee on intermediate areas — evidence completed

THE HUNT COMMITTEE on the problems of intermediate areas issued a statement on October 5, 1967 (see *Board of Trade Journal*, October 13, 1967, page 883) inviting information or representations relevant to their inquiries. A large number of written and oral representations have been received.

The committee have now completed the process of taking evidence.

Note:

The terms of reference of the Hunt Committee are as follows: 'to examine in relation to the economic welfare of the country as a whole and the needs of the development areas, the situation in other areas where the rate of economic growth gives cause (or may give cause) for concern, and to suggest whether revised policies to influence economic growth in such areas are desirable and, if so, what should be adopted.'

To mark the completion of an extensive modernization and re-equipment programme, the Reed Corrugated Cases Ltd. factory on the Green Hill Estate, Coatbridge, Lanarkshire, was visited recently by the Provost and officials of Coatbridge Burgh Council, the Board of Trade, Scottish Industrial Estates Corporation, and the Department of Employment and Productivity. During the visit it was announced by Mr. H. N. Barclay, director and general manager of RCC Coatbridge, that approval had been given for construction of a 33,000 sq. ft. extension which is due to be completed next April. The company also declared its intention of starting a second shift on corrugated fibreboard production later this year, and stated that plans are in hand for the introduction of a third shift during 1969. Picture shows, left to right: Mr. E. J. Dowdals, ASC, Provost of Coatbridge; Brigadier R. B. Muir, general manager, Scottish Industrial Estates Corporation; Mr. K. J. Procter, director, Reed Paper Group Ltd., and managing director, Reed Corrugated Cases Ltd.; Mr. H. N. Barclay, director and general manager of RCC Coatbridge and of RCC Corstorphine, Edinburgh; and Mr. P. J. L. Homan, Controller, Board of Trade, Scotland.

Plastic packaging company to begin production in Northern Ireland

MR. BRIAN FAULKNER, Minister of Commerce for Northern Ireland, has announced that a newly-formed company, Bishop & Watson Plastics Lmited, will begin production of plastic packaging in mid-December at Plumbridge, Co. Tyrone. The company will install the most modern machinery in Ireland for the extrusion and conversion of a full range of polyethylene, polypropylene PVC and cellulose film packaging. Hitherto local needs have been supplied from Great Britain or Europe. Some key personnel have been specially trained abroad and within three years 50 workers, 30 of them men, will be employed.

Developments by Midlands firms will provide jobs for 160 in Corwen

THE BOARD OF TRADE are to build a new factory of 18,000 sq. ft. at Corwen for George Taylor & Son (Accessories) Ltd., of Halesowen.

George Taylor & Son Ltd., at present occupy premises of nearly 40,000 sq. ft. at Halesowen where they employ about 150 people on the production of pipework, pressings and sub-components for the automobile and associated industries. Because of difficulties in recruiting labour the firm have decided to house their future expansion in Mid-Wales. As a result jobs will be provided for about 40 people, initially, and this will increase to about 100, most of whom will be men. The firm will provide training for tube manipulation, welding and presswork at both Corwen and at Halesowen. The firm have paid tribute to the assistance they have received both from the Board of Trade and from the Mid-Wales Industrial Development Association in deciding upon a location for their expansion.

The factory will be built by the Welsh Industrial Estates Corporation, on behalf of the Board of Trade, on a site on the Tyn-y-Lladiart Industrial Estate which is being acquired from the Edeyrnion Rural District Council. Construction of the new factory will commence early in 1969 and should be ready for occupation by the end of the year. A 10,000 sq. ft. advance factory was erected by the Board of Trade on this estate in 1966 and is occupied by L. Shelley Ltd., also of Halesowen. They currently employ about 40 people on the production of components for the motor, electrical, television and domestic appliances industries.

It is to be extended by 8,000 sq. ft. to accommodate Shelley's further expansion at Corwen and employment will build up to 100.

Notes:

The new factory is the twenty-second Government factory to be built in Mid-Wales in the last 10 years since the Mid-Wales Industrial Development Association was formed to encourage and assist in the solution of the problem of depopulation in Mid-Wales. It brings to a total of 44 the number of new projects which have settled in Mid-Wales since 1957.

Remploy's annual report

SIR ERIC BINGEN, chairman of Remploy Limited, the Government sponsored organization for the employment of severely disabled people, presented the company's annual report and accounts on November 21, in London.

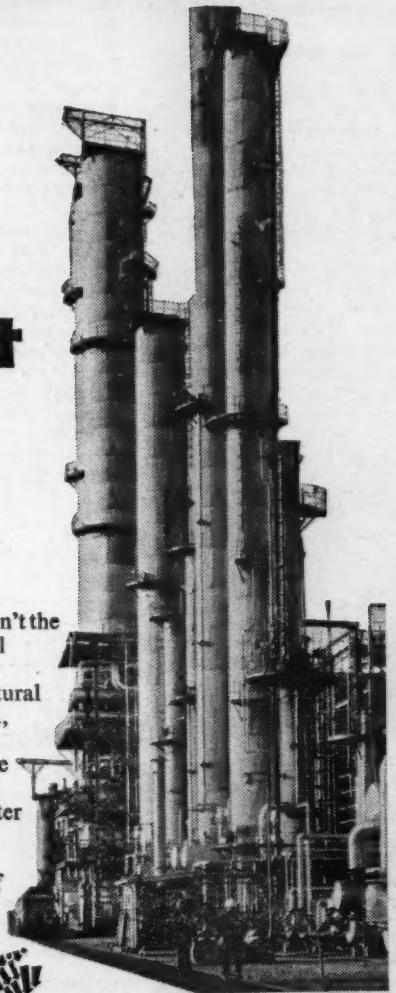
Horticultural plants and plant products: Guide for exporters

THE MINISTRY of Agriculture, Fisheries and Food has produced a 'Guide to Exporters of Plants and Plant Products on the Plant Health Import Regulations of Overseas Countries', for the information of growers and exporters of horticultural and agricultural products.

Copies of the booklet may be obtained from the Plant Health Branch, Ministry of Agriculture, Fisheries and Food, Great Westminster House, Horseferry Road, London, S.W.1 (Tel. 01-834 8511).

FOOD FROM GAS? WHAT NEXT!

Ask the North East



Cattle food, let us hasten to add. I.C.I. Billingham, aren't the first in this hunt to ease the world shortage of animal foodstuffs—and Britain's balance of payments—by obtaining high value protein for livestock from natural gas. Others had a start on them. But, to quote I.C.I., the North East has the "multi-disciplinary teams of scientists, engineers, and biologists necessary to solve the problems involved." It's just another way of saying that North East England is a known frequenter of winning posts when it comes to searches for new and better methods, inventions and technological advances. The area is versatile, inventive—a sort of 'think tank for Britain'. And that's why so many modern industrialists have found the region so stimulating to expand into . . . never mind the handsome cash assistance they get for doing it.

For full details about grants, sites, available labour, housing amenities—and for facts from industries that have already selected the North East for their own expansion post the coupon now.

To Fred M Dawson, OBE, Director, The North East Development Council, 20 Collingwood Street, Newcastle upon Tyne, NE1 1JT. Tel: 610026.

Please send information as described above.

Name .....

Address .....

Company or position held .....

.....

The North East Development Council represents the following planning authorities: Darlington, Durham, Gateshead, Hartlepool, Newcastle upon Tyne, North Riding of Yorkshire, Northumberland, South Shields, Sunderland, Teesside and Tynemouth.

NE

North East England—Bright with Ideas

NEDC38

Aviation and Shipping

Board of trade charters weather advisory ship for trawler fleet this winter

THE COMMITTEE of Inquiry into Trawler Safety appointed by Mr. Anthony Crosland, President of the Board of Trade, on March 5, 1968, recommended, in an interim report published on September 27 that a weather advisory and communications service should be operated as an experiment during the coming winter from a ship at sea in the area north of Iceland and that the costs of this experiment should be borne by the Government. The committee also recommended that the opportunity should be taken of providing an experimental medical service for trawlermen from the advisory ship.

Answering a question in the House of Commons on November 25, Mr. Crosland said:

'I have chartered the stern trawler "Orsino" (1,574 gross tons) and am having the necessary alterations made to accommodate the specialist personnel, and to provide a small hospital and additional communications facilities. The ship will sail from Hull on or about November 27 and will be stationed in the sea area north of Iceland from December 1, 1968 to April 30, 1969.

'The post of Weather Advisory Officer will be filled in turn by officers of the Sea Fisheries Inspectorate of the Ministry of Agriculture, Fisheries and Food, HM Coastguard and the Marine Survey Service of the Board of Trade. The Meteorological Office are providing a meteorologist. Two doctors have volunteered to act in turn as medical adviser. I do not propose to appoint a sick berth attendant unless the doctors' experience shows this to be necessary.

'I am arranging for fuller details and the names of the specialist personnel to be placed in the library of the House.

'I shall be presenting a supplementary estimate in due course to cover expenditure on this service in 1968/69 but, in the meantime, any necessary advances will be made from the Civil Contingencies Fund.'

The fuller details referred to by Mr. Crosland are as follows:

The Board of Trade have chartered from Northern Trawlers Ltd. of Hull the stern trawler 'Orsino' (1,574 gross tons) commanded by Skipper Edward Wooldridge of Cottingham. The ship, which will have a crew of about 20 officers and men, including three radio officers, is being adapted to accommodate the principal specialists recommended by the committee, namely a weather advisory officer, a doctor and a meteorologist; a sick berth attendant may be provided also if experience shows this to be necessary. She is also being equipped with a small hospital, dispensary and surgery. 'Orsino' is expected to sail from Hull on or about November 27 so as to be on station by December 1, and she is expected to remain in the area until April 30, 1969.

The post of Weather Advisory Officer will be filled in turn by officers of the Sea Fisheries Inspectorate of the Ministry of Agriculture, Fisheries and Food, HM Coastguard and the Marine Survey Service of the Board of Trade. These officers will each serve for approximately three weeks on board the ship in accordance with the following programme:

December 1-21, 1968: Lt. Cdr. A. Liddicoat, RN (Rtd.), Ministry of Agriculture, Fisheries and Food.

December 22-January 12, 1969: Mr. A. Lough, Ministry of Agriculture, Fisheries and Food.

January 13-February 3: Mr. P. Derham, Ministry of Agriculture, Fisheries and Food.

February 4-25: Lt. Cdr. P. R. A. Russell Brown, DSC, RN (Rtd.), HM Coastguard.

February 26-March 19: Lt. Cdr. J. T. Fetherston-Dilke, RN (Rtd.) HM Coastguard.

March 20-April 10: A Divisional Inspector of HM Coastguard.

April 11-30: A member of the Board of Trade Marine Survey Service.

The meteorologist is being supplied by the Meteorological office. He is Mr. D. P. Smith. Two doctors have volunteered to operate the experimental medical service. They are Dr. C. Ogilvie Marr of Wetwang, Driffield, Yorks, and Dr. R. W. Scott, OBE, of Middlesmoor, near Harrogate. Dr. Marr has been invited to sail with the ship for a six-week tour of duty, at the end of which it is expected that Dr. Scott will take over for a similar period. Suitable arrangements will be made to cover the remaining weeks until the end of April.

The area to be covered by the experiment is that from Isafjord to Langanes and adjacent areas. The Weather Advisory Officer will be responsible for maintaining regular radio contact with all British trawlers fishing north of latitude 65°N in the Iceland area, checking their positions, and giving individual or collective advice on weather conditions and their implications for the safety of the fishing vessels. He will not be in a position to order skippers of British trawlers to clear a fishing ground or to take shelter if he thinks that weather conditions make it advisable, but it is hoped that owners of such vessels will instruct their skippers to act on the Weather Advisory Officer's advice, subject to the skippers' overriding responsibility for the safety of their ships.

Apart from any daily position reports which individual trawler owners may require from their skippers, each trawler skipper in the Iceland area north of latitude 65°N will be asked to report his approximate position to the Weather Advisory Officer every 12 hours. The Weather Advisory Officer will conduct a twice daily 'round-up' and will institute search and rescue procedures, as necessary, if vessels fail to report as expected or indicate that they are in difficulties. The Weather Advisory Officer will make a daily situation report to the responsible authorities in the United Kingdom via HM Coastguard, Gorleston.

The ship will be specially equipped to enable the meteorologist to receive regular weather reports from the Meteorological Office at Bracknell and for the information to be continuously brought up to date. Trawlers fishing in the area will also be asked, when passing their position at 'round-up' time, to report on the weather conditions they are encountering, including information on pack ice in the sea and icing on board.

Besides providing a day-to-day medical service for trawlermen, the doctors are being asked, as the Committee of Inquiry recommended, to take every opportunity of observing the general standards of health and the factors affecting safety among trawler crews, and wherever possible, to examine sick or injured men on board their vessels. They will also keep comprehensive records of the types and causes of accidents and disease encountered. Their reports will, it is hoped, help the Committee of Inquiry to assess the value of providing a regular service of medical support for the fishing fleet at sea.

Advantage is also being taken of the presence of this ship in an area where icing conditions are frequent to carry out certain practical tests of anti-icing and de-icing equipment.

Technical co-ordination and supervision of the operation will be in the hands of Lt. Cdr. J. A. Douglas, MBE, RN (Rtd.) Deputy Chief Inspector of HM Coastguard. Board of Trade. Cdr. Douglas served as Control Officer aboard British weather ships which provided a somewhat similar service in the Iceland area for some weeks earlier this year following the tragic losses of the Hull trawlers 'St. Romanus,' 'Kingston Peridot' and 'Ross Cleveland.'

(Aviation and Shipping continued on page 1469)

Three Board of Trade films on breaking and entering

Here's vital information for any company breaking into overseas markets

1. 'Call Export Intelligence'
This is the most recent of the Board of Trade's films of interest to all exporters. It describes in 30 minutes the structure and operation of the Board's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. It shows how they can provide expert advice and assistance tailored to suit an individual firm's needs.

2. 'Shop Windows for Exports'
A 24-minute colour film which outlines the respective merits of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited to his product.

3. 'The Friendly Invasion'
This 12-minute colour film, which was made at the Brussels and Toronto British Weeks, shows how the products of hundreds of British firms were sold to the public from every suitable shop in the two cities. The film explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

These 16-mm colour films, prepared for the Board of Trade by the Central Office of Information, give a graphic and comprehensive picture of the ways in which the Board of Trade can help British companies to sell abroad.

The Board has also published a set of leaflets summarising each film and giving useful contact points. They are available free of charge from the Board of Trade, Room 707, 1 Victoria Street, London SW1.

If you want to know how the Government's services to exporters operate and how they can help your firm, you should see these films. Copies of all three are readily available on hire from:

The Central Film Library,
Government Buildings,
Bromyard Avenue, Acton,
London W3. (Tel: 01-743 5555)

On November 22 Mr. William Rodgers, Minister of State, Board of Trade presented British Empire Medals, and a Queen's Commendation for Brave Conduct, at a ceremony held at the Board of Trade headquarters in London. Picture shows (left to right) Mr. Ronald Frederick Smith, Mr. Clarence Smeating Pyne, Mr. Bertie Fenwick, Mr. William Rodgers, Mr. Michael McKinnon, Mr. Robert Anthony Lane (Queen's Commendation) and Mr. Paul Bennett who received the award on behalf of his grandfather, William Albert Warner who has died since the award was made.

Review of the BoT sight tests for Merchant Navy and fishing fleet

MR. WILLIAM RODGERS, Minister of State, Board of Trade, in reply to a Parliamentary question on November 20, said that Mr. John Naisby had agreed to act as chairman of a special committee to review Board of Trade sight tests for persons serving, or intending to serve, in the Merchant Navy or in fishing vessels. The other members of the Committee are: Mr. A. G. Cross, an ophthalmic surgeon; Surgeon Commander C. A. R. Giri, adviser on sight tests to the Royal Navy; Dr. J. D. Morelard, of the Vision Research Unit, Institute of Ophthalmology, Medical Research Council; Mr. L. Oliver, fishing-boat skipper and, until recently, secretary of the Hull Trawler Officers' Guild; Group Captain T. J. G. Price, consultant adviser in ophthalmology to the Royal Air Force; Captain A. J. R. Tyrrell, Merchant Navy master presently serving in the Marine Department of Cayzer Irvine and Co. Ltd.

The secretary of the Committee will be Mr. J. Clarke of the Marine Division of the Board of Trade. It is intended that the Committee will start work on this review shortly.

Safety at sea to be discussed at IMAS 69

SAFETY AT SEA will be the theme of a paper to be presented at IMAS 69 (the International Marine and Shipping Conference) June 10-20, 1969, by Mr. H. N. E. Whiteside, C.Eng., Engineer Surveyor-in-Chief, Marine Division, Board of Trade. The paper, which will be the plenary presentation in the Marine Safety Section of the Conference, will be read on June 19, 1969.

The need for broad international agreements on marine safety measures will be discussed and reference made to some of the international conferences which have resulted in the adoption of far-reaching requirements covering the safety of life at sea.

Hearing of oral evidence at Commission on the Third London Airport

AT ITS FOURTH public hearing today (November 29) the Commission on the Third London Airport will take oral evidence during the morning on the problems of surface access to a third London airport. The Ministry of Transport will give evidence at 10.30 a.m. and Mr. Stott, director of transportation, Greater London Council, will give his advice at approximately 11.30 a.m.

The hearing will be in the City Temple Hall, entrance in Shoe Lane, London, E.C.4.

A full transcript will be taken of which copies can be purchased from Messrs. Cherer & Co., 34 Essex Street, London, W.C.2.

G

GENTRANSCO ?

!

THE BIGGEST RANGE OF GROUPAGE SERVICES TO EUROPE—FROM EUROPE

THROUGH

GENTRANSCO No. 5

LONDON INTERNATIONAL FREIGHT TERMINAL

REGULAR, ECONOMICAL, SAFE . : : . but why not come and see for yourself? A visit can be arranged with our commercial department.

GENTRANSCO SERVICES LTD.
P.O. BOX 166, CENTRAL HOUSE,
STRATFORD, LONDON, E.15.
Telephone: 01-534 6655 Telex: 897153/4

Also at: ATHERSTONE, BRADFORD, BRISTOL, BIRMINGHAM, HULL, LIVERPOOL, MANCHESTER, MANCHESTER AIRPORT, LONDON AIRPORT.

(WE ALSO OPERATE DIRECT GROUPAGE SERVICES BETWEEN MANCHESTER AND EUROPE)

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries. Other Parliamentary Answers will be found on the opposite page.

TUESDAY, NOVEMBER 19

Concorde first flight date

Lord Beswick answered a question on possible delay to the first flight of the Concorde because of the recent crash in France of the Mirage IV bomber acting as a Concorde flight simulator He said this unfortunate accident would not delay first flight and would only marginally affect the programme as a whole. The Mirage IV was used mainly for investigating flight test techniques for Concorde. It did not simulate Concorde itself: this was done on a Mirage III which had been specially modified.

Turnhouse Airport

A Member asked to what length it was proposed to extend the main runway at Turnhouse Airport. Mr. William Rodgers, Minister of State, Board of Trade, said there were no plans for extending the present runway. The intention was to build a new runway on a site which was being safeguarded to the west of the airport. Neither the timing of this runway nor its length had yet been decided.

BOAC option on Boeing 747

Asked whether he had reached a decision on the option held by the British Overseas Airways Corporation for an additional Boeing 747 aircraft, Mr. Anthony Crosland, President of the Board of Trade, replied: 'Yes. Approval has now been given to BOAC to convert this option, to which I referred in answer to a question on November 16 last year, into a firm order. The aircraft is due for delivery during 1972 and, including spares and related ground equipment, is expected to cost about £12 million. As in the case of the Boeing 747s already ordered by BOAC, the dollar expenditure involved will be wholly financed through overseas borrowings.'

Fog at Yeadon Airport

The President was asked on how many days during each of the past three years Yeadon Airport had been closed owing to fog, causing the diversion of aircraft to other airports.

Mr. Rodgers said that the Leeds/Bradford Airport Authority had informed him that the airport had been closed owing to fog for two days in 1965 and one day in 1966 and 1967. In addition, there had been six occasions during the three years when fog had closed the airport for part of the day and three when fog and snow combined had caused closure.

THURSDAY, NOVEMBER 21

Inflatable life-rafts

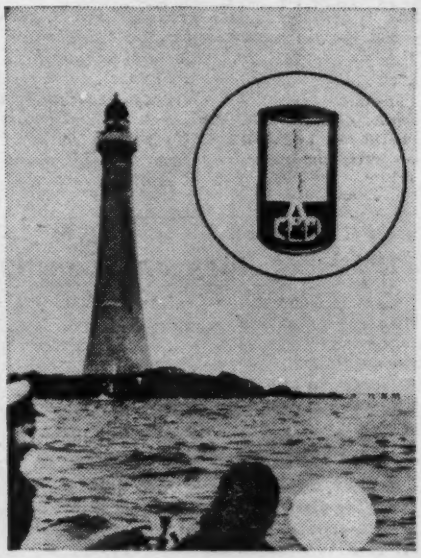
In answer to a request to make a statement concerning the markings of inflatable life-rafts following the recommendations of the court of inquiry on the loss of the Hull trawler, 'St. Romanus', Mr. William Rodgers said: 'Inflatable life-rafts carried by fishing boats, and various other ships, subject to the Merchant Shipping (Life-Saving Appliances) Rules 1965 are required to bear a serial number and the manufacturer's name.

Inflatable life-rafts are in practice transferred between ships. While no acceptable system has yet been devised to identify them positively with a particular ship or port, my Department are renewing urgently efforts to find a satisfactory solution to this problem.'

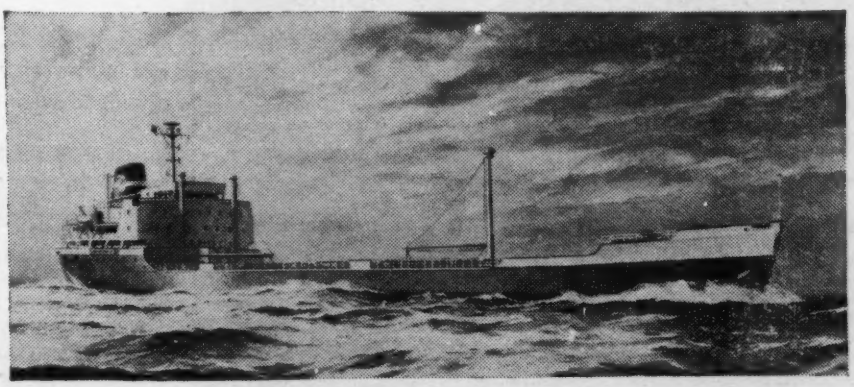
Luton Airport

Mr. Rodgers was asked to designate Luton Airport as one where adequate facilities for consultation have to be set up under section 8 of the Civil Aviation Act 1968. He answered that Luton Airport was one of several aerodromes whose designation under this section was being considered.

Crossness Lighthouse on the River Thames – the first Trinity House light to utilize solar energy. Following a year's successful trials in collaboration with Plessey Chemical and Metallurgical Division. Towcester, who developed the solar cell array (shown in the foreground of the picture), Trinity House 'switched to sunlight' last month.



More than half the sites selected by the Northern Lighthouse Board and the Commissioners for Irish Lights are now fitted with GEC-AEI (Electronics) Limited 'Racons' – high power transponders which enable ships fitted with marine radar to identify their positions in all weathers. Photograph shows the Skerryvore Lighthouse, off the West coast of Scotland, and inset, the two foot high Racon aerial.



An artist's impression of the 13,500 deadweight ton bulk vegetable oil carrier recently ordered by Palm Line from Swan Hunter. The vessel is designed for the carriage of a variety of vegetable oils from West Arica to ports in United Kingdom/Continent. It will be the successor to a number of such ships that Palm Line has operated with unique experience in this trade. Value of the contract is in the region of £2 million.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

MONDAY, NOVEMBER 18

Minister's visit to Rhodesia

The statement by Mr. George Thomson, Minister without Portfolio, on his return from Salisbury is given in *Hansard* (cols. 896-912).

TUESDAY, NOVEMBER 19

Investment grants for machinery

Stating that new machinery and equipment purchased for use in the development areas with the assistance of the 45 per cent allowance was being transferred after purchase out of development areas; a Member asked what steps were proposed. Mr. Dell, Minister of State, Board of Trade, replied that firms receiving an investment grant at the development area rate on new plant or machinery were bound by an undertaking to notify the Board of Trade if, within a period of three years, the machinery or plant was moved out of the development area. An appropriate refund of grant was then payable and the Board of Trade had a system for inspecting grant-aided assets to ensure that firms complied with the undertakings they had given.

WEDNESDAY, NOVEMBER 20

Art auctions

Mr. Dell told a Member who inquired what action the President was taking on the proposal to set up an independent inquiry under a Queen's Counsel to look into all the relevant circumstances of the sale of the Duccio painting and evidence concerning a ring at an art auction, that after consulting the Attorney-General, the President had concluded that it would be undesirable to pursue inquiries into the case in that manner.

Answering a request to publish the report of the inter-departmental committee investigating auction law which concluded two years ago that no change therein was required, Mr. Dell said this report was prepared by an inter-Departmental group of officials for consideration within the Government, and not with a view to publication. The report concluded that the basic trouble was not the law but the difficulty of discovering evidence. It did, however, recommend some improvements to the Act when time could be found.

Asked how he proposed to obtain further information about the practices of auction rings, Mr. Dell said: 'By using the Board's own Investigation Branch.'

Trade Descriptions Act

Answering questions on the Trade Descriptions Act, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said she was distributing three-quarters of a million copies of a popular leaflet, and a rather more technical article had been published and made available to the periodical trade press and trade associations.

Asked about the obligations of the food retailer under the same Act, Mrs. Dunwoody said: 'The Trade Descriptions Act is part of the criminal law, and designed to protect the consumer from false descriptions. It confers no right of personal redress, which is a matter for the civil law. However, the leaflet about the Act which has been issued by the Board of Trade includes advice on shoppers' complaints and describes the requirements which retailers, including food retailers, have to observe.'

Investment grants

A Member asked the President what rules he had laid down for the administration of investment grants in circumstances where the firm which had undertaken the capital expenditure had been absorbed in a merger before an applicant for grant in respect of a qualifying process had been dealt with by his department.

Mr. Dell replied: 'Investment grants can be paid only to a firm which has incurred capital expenditure in providing a new asset. If such a firm is absorbed in a merger it is usually possible for the Board to make grants to it while it remains in existence as a legal person, provided the new owner of the asset is willing to undertake to use it as required by the provisions under which grant is made. However, once the firm that originally incurred the expenditure has ceased to exist, there is no other person to whom under the Industrial Development Act a grant can be made.'

Trade figures in the Board of Trade Journal

Asked to what extent the present methods of seasonally adjusting imports and exports on a trade account basis were the same as those described in the *Board of Trade Journal* of November 6, 1959; and whether he would publish the new methods, Mr. Dell answered that the methods were basically the same but some minor changes had been made. The most important was to the length of month adjustment for exports, which now reflected the present widespread practice of the five-day working week. In addition, the estimation of the moving seasonal factors had been modified to give rather greater weight to the data of recent years. An article describing the latest procedures would be published in due course.

A suggestion was also made that a fourth column should be introduced into Table 1B of the monthly United Kingdom trade article, as published in the *Board of Trade Journal*, to show the monthly recorded figures of United States military aircraft. Mr. Dell replied that he would prefer not to introduce an extra column into the table as suggested. However, the precise figures were available on application.

Aluminium reduction plants

Mr. Dell opened the debates on the aluminium industry at Invergordon and Anglesey.

The metric system

Mr. Anthony Wedgwood Benn, Minister of Technology, replied to a question on the timing of the changeover to the metric system by retailers. He said that the date for changeover to the metric system by retailers would be the subject of future consultations undertaken by the Metrication Board and it was unlikely that there would be one single date for this changeover.

Replying to a further quuestion, Mr. Benn said that consultation was proceeding on the chairmanship and membership of the Metrication Board and he would make a statement as soon as the chairmanship was decided.

In answer to a member who asked if the decimal comma would be adopted in Great Britain rather than the decimal point, Mr. Benn said that as there was no majority preference for the comma in this country, no uniformity in decimal sign usage in metric countries and no international agreement on numerical notation, it was not proposed to change existing conventions at present.

THURSDAY, NOVEMBER 21

Monopolies Commission Report on professions

Replying to a Member who asked when he expected to receive the report of the Monopolies Commission on the professions, Mr. Dell said: 'The Commission are making good progress with this inquiry, but I am not yet able to say when they will report.'

FRIDAY, NOVEMBER 22

Selective employment tax

A Member requested the latest estimate of the rise in productivity per man hour in retail distribution consequent upon the introduction of the selective employment tax.

Mr. Dell replied that no official estimate had been made of changes in productivity in distribution because of the lack of comprehensive information about the hours worked particularly by working proprietors and part-time employees. There were also problems of measuring changes in output in this service industry.

Exports of leather footwear

Asked whether he was aware that in the first seven months of this year the exports of men's leather footwear to the Soviet Union had declined by 23 per cent in value compared with the same months of last year; and what was the reason for this decrease, Mr. Dell replied: 'Yes. Some seasonal fluctuation in exports to particular markets must be expected, especially with a fashion product. Figures for the first nine month of 1968 show a 9 per cent decline compared with the same period in 1967.'

Import of gas water-heaters

The President was asked what was the aggregate value of gas water-heaters currently being imported duty-free from Nantes in France by the gas industry in an almost-completed state, and which were being completed in Liverpool by the addition of one nut before being placed on the home market.

Mr. Dell said that he was not aware that any such duty-free importations had taken place. The Board of Trade had made no recommendation for such imports to be relieved of duty.

Trade Descriptions Act booklet

In reply to a request to issue a booklet for general distribution giving details for the retail distribution trades and the consumer of the Trade Descriptions Act, Mrs. Dunwoody said that the main provisions were outlined in a leaflet entitled 'The Trade Descriptions Act – What it does to protect you' which had already been given a wide distribution and could be obtained free of charge from United Kingdom Publicity Section, Board of Trade, 1 Victoria Street, London, S.W.1.

Office development permits

A Member asked the President if he would circulate in the Official Report the number of office development permits issued in the Greater London area in each quarterly period since the permit scheme began, divided as between the former London County Council area and the rest of Greater London, showing also the total square footage covered by each figure.

(Continued on next page)

PARLIAMENTARY ANSWERS, *continued*

Mrs. Dunwoody pointed out that quarterly statistics of the number and floor area of permits issued in the Greater London Council area and in Central London had been published in the *Board of Trade Journal* of September 27, 1968. Figures for the former London County Council area were not available.

Jobs in development areas

Asked to state the number of new jobs provided in 1964-65 and 1967-68, respectively, in the development areas, Mrs. Dunwoody said: 'Full information, covering new jobs arising in all types of activity, is not available. In respect of completed projects in manufacturing industry for which industrial development certificates were issued, estimates of new jobs arising when the projects are fully manned were provided by the applicants for certificates as follows:

April 1964 to March 1965 29,200
April 1967 to March 1968 34,900 (provisional).'

MONDAY, NOVEMBER 25

Imports of cheddar cheese

In answer to a request to circulate in the Official Report a table showing the imports, both quantity and value, of cheese described as cheddar from Australia, Canada, the Irish Republic and the Netherlands to the nearest convenient date during 1968, and the same details for corresponding periods in each of the last three years, Mr. Dell said cheddars cheese was not separately distinguished in the trade statistics prior to 1968. Imports in the period January to September 1968 were as follows:

	Quantity tons	Value £'000
Australia	13,815	3,361
Canada	9,357	3,095
Irish Republic	10,824	3,197
Netherlands	5,617	1,005

Report of the Bankruptcy Law

Asked when he proposed to initiate legislation following on the Report of the Bankruptcy Law and Deeds of Arrangement, Mr. Dell said: 'We continue to hope to introduce legislation to amend the bankruptcy law in the light of the Report, but I still cannot say when it will be possible to do so.'

British store promotion at Macy's

Mr. Dell, asked if he was satisfied with the results of British Week held in September at Macy's in the United States under his sponsorship; and if he would support further weeks of this kind which show British products, said 'the store promotion "Macy's Great Festival of Great Britain," which was organized by R. H. Macy of New York and supported by the Board of Trade, was highly successful. It involved some 200 British suppliers of consumer goods and led to very substantial additional buying by the store. The event was one of an increasing number of special promotions of British goods by foreign stores throughout the world, which the Board of Trade will certainly continue to support.'

Consultancy grants for small firms

A Member inquired what types of assignments had been made within the consultancy grants for small firms schemes; what sections of industry were involved; and what were the sizes of firms, in terms of manpower employed, who have applied to take part in the scheme. Mr. Dell said the position in the Bristol and Glasgow areas up to November 22, was as follows:

Types of assignments	
Production	59
Finance and administration	42
Company development and policy formation	35
Marketing	19
Design	14
Computer feasibility studies and computer applications	9
Personnel	2
Technical	2
Sections of industry	
Manufacturing	121
Distributive and service trades	40
Construction	19
Transport	2
Size of firms taking part in terms of manpower employed	
25 or less employees	8
26-50 employees	41
51-100 employees	54
101-200 employees	33
201-500 employees	41
Over 500 employees	5

Answering a further question on this subject, Mr. Dell said about 800 firms in the Bristol area were eligible under the scheme and over 400 had applied for details. Up to November 22 applications from 55 firms involving 62 assignments worth £183,301 had been authorized. The total cost of grants authorized was £82,928. Grants were only paid after the consultancy had been completed; thus by November 22 only one firm had received a grant.

Devaluation

Two questions were asked on the countries which devalued in part, in full, or more than the United Kingdom in 1967, according to the extent of their devaluation against the United States dollar, giving for each group of countries the value of United Kingdom exports in United State dollars for each of the first three quarters of 1967 and of the first three quarters of 1968, each quarter separately, and the total value of United Kingdom exports in United States dollars in the first three quarters of 1967 and the first three quarters of 1968, each quarter separately, to countries which did not devalue in part, in full, or more than the United Kingdom in 1967. Mr. Dell said the following countries devalued in 1967 in relation to the United States dollar:

(a) By less than the United Kingdom: Macao; Hong Kong; Denmark and Faroe Islands; Fiji.

(b) By the same as the United Kingdom: Barbados; Bermuda; British Honduras; Cyprus; Falkland Islands; Gambia; Gibraltar; Irish Republic; Israel; Jamaica, Cayman Islands, Turks and Caicos Islands; Leeward Islands excluding British Virgin Islands; Malawi; Malta; Mauritius, Seychelles; Muscat and Oman; St. Helena; Sierra Leone; South Yemen People's Republic (formerly Aden); Spain, Canary Islands, and Spanish Possessions; Trinidad and Tobago; Windward Islands.

(c) By more than the United Kingdom: New Zealand, Cook Islands and Niue; Ceylon and Maldive Islands; Guyana; Finland; Iceland; Nepal; Ghana.

United Kingdom exports to the above groups of countries and the rest of the world

U.S. $ million f.o.b.

	1967			1968		
	1st quarter	2nd quarter	3rd quarter	1st quarter	2nd quarter	3rd quarter
(a)	166	156	128	143	143	146
(b)	361	349	312	349	358	365
(c)	195	188	166	154	152	153
Countries which did not devalue	3,015	3,054	2,712	2,963	2,969	2,965
Total United Kingdom exports	3,737	3,747	3,318	3,609	3,622	3,629

Note: The conversion rate in 1967 was $2·80 to the £ sterling and in 1968 $2·40.

Insurance companies

A Member stated that insurance companies were sending out notices entitled, Rounding Off General Business Premiums, which had the effect of increasing premium charges in anticipation of decimalization of currency; and asked what action he proposes to take in the light of the Prices and Income policy. Mr. Dell answered 'I understand that some insurance companies are beginning to round off premiums in preparation for the decimalization of their accounts. I do not consider this inconsistent with the Prices and Incomes policy provided that premiums are rounded up and down on the same basis so that insurers will not receive more premium in the aggregate.'

Industrial development in Scotland

The President was asked if he was aware that major production and employment was concentrated in South-west Scotland rather than further north; and what steps he is taking to end this uneven distribution of production and employment in Scotland. Mrs. Dunwoody said: 'I am aware that production and employment is concentrated in the industrial belt of West Central Scotland, where 56 per cent of the insured population of Scotland live. The full range of development area incentives is available for industrial expansion in the North of Scotland, and the Board of Trade encourage suitable firms to site new projects in this area.'

Drugs exempt from import duty

A Member asked if the President would publish in the Official Report a list of drugs exempt from import duty: his estimate of the revenue which would accrue as a result of reimposing duty, and his estimate of revenue from those drugs which still attract duty. Mr. Dell replied that a full reply, and in particular the estimates requested, could not be provided without disproportionate expense. Under the permanent tariff, most drugs may be imported free of duty from countries in the Commonwealth Preference Area and EFTA. Various forms of insulin may be imported free of duty from any source.

In addition, some 2,500 chemicals listed on pages 407-426, under Chapters 29 and 30 of HM Customs and Excise Tariff are temporarily exempt from import duty. Many of these drugs, including most of the chemicals listed against tariff heading 29.36 (sulphonamides), 29.39 (hormones), 29.42 (vegetable alkaloids), 29.44 (antibiotics) and 30.03 (B) (medicaments).

The revenue which accrued in 1967 from the goods classifiable under the five tariff headings mentioned above totalled £456,311.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given on page* 1409 *of November* 22 *issue.*

New Books

The Assessment of Industrial Markets, by Aubrey Wilson. (406 pages. Hutchinson. £3.) Five years ago Mr. Wilson, in collaboration with Nicholas A. H. Stacey, published *Industrial Marketing Research – Management and Technique* (Hutchinson. £2 10s.), which was claimed to be the first book published anywhere in the world on the subject. Feeling that it is no longer necessary to advise management to use industrial marketing research and to spell out the advantages it brings, he has now produced an entirely new book, rather than a revised version of the old one, covering the advances made in techniques. After the introductory chapters which describe the main characteristics of research into industrial markets constrasted with consumer markets, the objectives for profitable research, and preparing for the project, a chapter is devoted to each major method. These include sampling, postal questionnaires, interviewing, the use of secondary sources, observation techniques, the use of the telephone, and the processing of the data. The purpose is to set out the salient factors and methodologies, with references to more detailed and advanced reading on particular aspects. Where appropriate, checklists have been developed for the processes and actions required in a number of industrial marketing activities; and the 'Industrial Market Researcher's Check List' which appeared in *Industrial Marketing Research*, and was reprinted separately, is included in the present work in a revised and extended form. The final chapter discusses the factors which determine whether a firm should set up its own industrial marketing research department, or make use of the services of a market research agency. The book also contains a glossary of terms, a biblography, and a detailed index.

The United Kingdom Chapter of the International Advertising Association in collaboration with the British National Export Council has prepared a brief guide to exporting entitled **Selling Abroad: A Guide to International Marketing for British Manufacturers.** (37 pages. Available from V. C. Geeson, Chairman, Membership and Development Sub-committee, IAA United Kingdom Chapter, c/o National Coal Board, Hobart House, Grosvenor Place, London SW1. 10s.) The book deals briefly with the initial selection of suitable markets; with the use of market research to provide information on the selected areas; the competition to be faced and the likely acceptability of the would-be exporter's product. It goes on to discuss the various alternative methods of exporting open to the manufacturer; the possibilities of manufacture or assembly abroad; questions of finance and insurance; sales promotion and packaging, and the role of overseas trade missions. It includes a number of case histories of small but successful export operations, a biblography, a list of useful addresses and a series of check-lists condensed from the subject-matter of the book. *Selling Abroad* is not meant for the large and sophisticated exporter, but is directed specifically to the medium and smaller marketer in the export field, as well as the raw beginner in the field.

Journeys to Work, by Ray Thomas. (85 pages. Political and Economic Planning. Available from Political and Economic Planning Research Publications, 11 Nelson Road, Greenwich, London SE10. 7s. 6d.) 'Journeys to work are the crux of the transport problem in every urban area. The financial problems of all passenger transport undertakings are bound up with the economic problems of meeting the needs of journeys to work.' These points are made in the introduction to this PEP broadsheet, published as an issue (vol. 34, no. 504) of *Planning*, which examines the financial and economic problems associated with journeys to work in the central business districts of major British cities and towns. It draws on a number of relevant studies made in recent years, and on data from the 1966 Sample Census; 24 tables and figures are included. There are chapters on the Victoria Underground Line, the economics of journeys to work from the point of view of a public transport operator; comparative advantages of road and rail, cars and buses. The relationship between journey to work problems and a land use problem (the distribution of population relative to employment), and the costs and benefits associated with employment in central business districts, are also discussed. Comment is made on the fact that employment is decentralising on its own accord from the central business districts of all four of the largest cities in England. The final chapter includes recommendations that buses should be given priority over other road vehicles at peak periods, and that commuting by car to central business districts should be discouraged by some kind of price mechanism. The broadsheet has been produced in the context of PEP's study of urban growth, and further broadsheets on journeys to work are to appear in 1969.

Grimsby: A Place for Industry to Expand. (16 pages. Available free from British Transport Docks Board, Grimsby and Immingham, Dock Office, Grimsby, Lincs.) This booklet has been published by the British Transport Docks Board in conjunction with the County Borough of Grimsby. It gives details of land available for development within the Dock Estate at Grimsby and immediately adjacent to it. It also includes full particulars of the facilities available in the area.

The Consumer in the Soviet Economy, by Philip Hanson. (258 pages. Macmillan. £3 5s.) This is a study of Soviet personal consumption levels and of the influence of consumer demand in the Soviet economy. It tries to establish what the effects of Soviet development priorities on consumption have been. This question has not been answered by existing studies, which have concentrated on the statistical measurement of changes in Soviet living standards and not on their causation. The author argues that the Soviet 'heavy industry' priority, quite apart from its high human costs in the 1930's has not paid off as well – in terms of long-run gains in personal consumption – as might have been expected. The view put forward here is that Soviet development priorities have tended to produce a kind of dual economy, with a technical and organisational lag in the consumer sector and structural problems inhibiting the long-run growth of consumption. The reforms of the 1960's are seen, in part, as an attempt to eliminate these structural problems.

Contrasts in Nationalised Transport Since 1947: A Study of the Conflict Between Co-ordination and Competition as Criteria for Transport Policy in Britain, by George Polanyi. (54 pages. Institute of Economic Affairs, Eaton House, 66a Eaton Square, London SW1. 21s.) This memoranda singles out the record of nationalized transport during 20 years in which the tug-of-war between commercial and social (and political) criteria has pulled railway management first one way and then another.

Developing A Small Firm, by Tony Mathews and Colin Mayers. (156 pages. BBC Publications, 35 Marylebone High Street, London W1. 21s.) This book highlights the simple methods of planning and control that will help the owners and managers of small manufacturing firms to achieve profitable growth. The authors look at the problems of managing sales, production and finance strictly from the personal standpoint of the hard-pressed boss who has only limited resources at his disposal, and who will very often have to tackle all or most of these problems himself. The chapters correspond very generally to the themes dealt with in the BBC-1 television series, *Developing a Small Firm*, but to give a wider and deeper analysis of the problems of running a small concern than was possibe within the scope of 10 half-hour programmes.

Professional Management Education and Training. (16 pages. The Consultative Council of Professional Management Organisations, Management House, Parker Street, London WC2. 2s.) This new booklet, published by the Consultative Council of Professional Management Organisations, combines information about 10 leading professional management bodies. It sets out information on qualifications for membership, examination syllabuses, courses and other opportunities for management education and training.

The Knowledge Revolution: An Analysis of the International Brain Market and the Challenge to Europe, by D. N. Chorafas. (142 pages. George Allen and Unwin. £1 10s.) This book is concerned with the emigration of scientists and engineers to the United States and the consequent long-term effects on the economic prosperity of their native countries. Professor Chorafas discusses Europe's economic and cultural future against the whole background of the world market for qualified personnel. He examines the role of industry, governments and universities in meeting the challenge of the 1970s and thereafter. He argues that the brain drain is merely a symptom of a basic disease of the European economic system and further losses of qualified manpower will dilute still further an already weakened economic system. If nothing is done to halt this loss, the author foresees the situation arising where Europe will earn a living from its technological industries but the United States will own those industries. In Professor Chorafas's view, the answer lies in imaginative planning, which he claims has so far been lacking. The book is in three parts. Part one, the impact of the brain drain, discusses the present situation. Part two, the knowledge revolution in action, discusses the rise and importance of qualified manpower. Part three, towards new horizons, gives the author's views on the future.

Revenue Law, by Barry Pinson. 3rd edition. (768 pages. Sweet and Maxwell. £3 18s.) Pinson treats the whole of revenue law in a single volume, which is aimed at the lawyer or accountant who wishes to have a working knowledge of the principles of taxation. In this third edition two new chapters have been added, one dealing with betterment levy and another summarizing the interaction of betterment levy with other taxes and with estate duty. *Revenue Law* consists of five parts. Part one deals with taxes on income and capital gains; Part two deals with estate duty and Part three contains the new material on betterment levy. Part four states the principles of stamp duty and Part five deals with tax and estate planning.

Other Publications

DIRECTORY OF OPPORTUNITIES FOR SCHOOL LEAVERS 1968. 486 pages. Cornmarket Press. £2 2s.

Correction

In the New Books page last week. (*Board of Trade Journal* 22 November 1968 vol. 195. no. 3740, pages 1396.) **Export Agents: A Complete Guide to their Selection and Control** by Colin McMillan and Sydney Paulden was published by Gower Press and not by Gowan Pre-

Translations

a new approach

The growing need for international communication between businessmen, engineers and scientists has led to fresh attitudes and new methods.

LTC Translations leads this trend. The new approach is described fully in our brochure 'Languages for Industry'. Please ask for a free copy.

LTC TRANSLATIONS LTD
193 REGENT STREET, LONDON W1
Telephone: 01-734 3408 Telex: 266181

A member of the Linguaphone Group of Companies

Please

☐ TELEPHONE

☐ WRITE

☐ SEND YOUR BROCHURE

TO.....

ADDRESS.....

.....

.....

LTC TRANSLATIONS LTD, 193 REGENT STREET, LONDON W1

BTA

SHIRLAW, ALLAN & CO.,
AUCTIONEERS, HAMILTON.

REMINGTON-RAND LTD.

Closure of Glasgow Typewriter Division Factory

HIGHLY IMPORTANT
FIVE DAYS' SALE

of

600 Modern British and American-Built Production Machine Tools, Electro-Plating, Effluent Treatment, Heat Treatment and Painting Plant, Barrel Tumbling and Polishing Equipment, Plastic Moulding Machines, Stationary Air Compressors, Frequency Changers, A.C. Electric Motors and Switchgear, Cable Trunking and Cable, Fluorescent Light Fittings, Electrical Test Instruments, Weighing and Counting Machines, Fork Lift Trucks, Roller Conveyors, Assembly Line Equipment, Small Tools, Inspection Instruments, Consumable Stores, Laboratory Equipment, Extensive Range of Office Furniture and Machinery, 450 Tons Bright Steel Sections and Bright Steel Strip, Copper, Brass, Aluminium and Tool Steel Sections, etc.

AT 2 STEPHENSON STREET, HILLINGTON INDUSTRIAL ESTATE, GLASGOW, S.W.2

From MONDAY, 2nd till FRIDAY, 6th DECEMBER, 1968 inclusive, at 10.30 a.m. prompt each day.

SHIRLAW, ALLAN & CO., AUCTIONEERS, 5 KEITH STREET, HAMILTON, LANARKSHIRE, have received instructions to Sell, by Auction, as above.

On View Monday, 25th till Friday, 29th November, 1968 (8.30 a.m. to 4.15 p.m.) and during Sale.

ADMISSION BY CATALOGUE (PRICE 5/-) FROM AUCTIONEERS.

Hamilton, November, 1968 **Tel. No. Hamilton 23063**

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
Dec. 3	Vehicles, miscellaneous stores	Auctioneers' premises	Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233.)

Bedford Utilecon, Minibus, 3-ton cargon trucks and 31-seater coaches; Austin 1-ton trucks; Brockhouse 10-cwt. and 1-ton trailers; Morris J2 vans; 7-ton Eagle trailer; Muirhill dumper (4½ cu. yd.); David Brown tractors; Fowler Challenger tractor, fully tracked; Taylor Jumbo crane; AEC Matadors; Austin, Morris, Ford, Land Rover road springs; portable 3-ton runway; Hillman Huskys; Morris Minor 1000; BSA 500 c.c. motor cycles; 160-lb. tents with poles and pegs; MT and electrical spares; hand tools; miscellaneous clothing; furniture; kitchen equipment; machine tools; telephone sets; ball and roller bearings; scrap metal; fire extinguishers and large assortment of general stores.

Dec. 5	Miscellaneous stores	No. 25 Maintenance Unit, RAF, Hartlebury, Worcs.	Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. 2053.)

Photographic equipment including 16 mm. cine camera and cine projector; Colmer Graflex ground camera; aircraft cameras; exposure meters; various lenses; flash guns; epidiascopes and episcopes; print trimmers; glazing machine and drum assemblies; roll and sheet film and bromide paper; chemical packs for Ektachrome film; Kodagraph DC developer; May & Baker Exprol solution; large quantities of sodium metabisulphite, sodium thiosulphate and other chemicals; electrical equipment including motors; generators; rectifiers; regulators; invertors; cable; batteries; battery chargers; switches; meters, etc.; actuators; fuel pumps; aircraft wheels; brake units; steel pallets; wooden cases; clothing including greatcoats; jackets; blouses; trousers; skirts; khaki drill clothing; parka coats; lightweight flying suits; ankle boots and other footwear; webbing equipment and a large quantity of general stores.

Dec. 10-11	Technical and miscellaneous stores	Ordnance Storage & Disposal Depot, Branston, Burton-on-Trent, Staffs.	Arnold & Son (Dept. L), "Modwena House", 13 Market Place, Burton-on-Trent. (Tel. 4657.)

Radar cabin trailers; trailer-mounted air compressors; trolley-mounted lubrication plants; light and medium/heavy concrete breakers; paint spraying outfits; miscellaneous radar and radio components; AR88 radio receivers; cameras and film; aircraft components and ground equipment; electronic valves; oscilloscopes; test sets; laboratory equipment; machine tools; instrument jewels; motor vehicle spares including engines, axles; wheels; body panels; tyres and inner tubes; electrical components, etc.; wire towing cable; wooden cases; clothing; textiles including webbing packs and haversacks; large quantities black cotton webbing; camp equipment; furniture; large quantities of general stores.

Dec. 17-20	Vehicles, earth moving and lifting equipment	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

Morris Minors; Mini Minors and estates; Ensign saloons and estate cars; Ford Zephyrs; Populars; Consuls; Hillman Huskys; Land Rovers; Morris Commercial vans; Bedford Utilecons; Morris, Austin and Bedford vans; coaches; Jones, Challenger and Taylor Jumbo cranes; Barford and Muirhill dumpers; Fowler Challenger fully-tracked tractors; Blaw Knox motorized graders; Ferguson wheeled agricultural tractors; various trucks; trailers; tractors; heavy duty vehicles; Austin K2 vans, etc.

Catalogues of the above sales obtainable from the relevant auctioneers about two weeks prior to and up to the dates of sale, price 1s. 0d. (postal order only).

ARMY BOOTS

At the Hartlebury auction sale on December 5, 1968, 10 Lots of 210 pairs and 10 Lots of 470 pairs of ARMY BOOTS (unworn) will be offered in mixed sizes. Each Lot contains a range and quantity of sizes particularly chosen for the retail trade. Catalogues from the auctioneers Nock & Joseland, 65 Coventry Street, Kidderminster, Worcs., price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
Dec. 3	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1.

Statistics

The economy: selected indicators

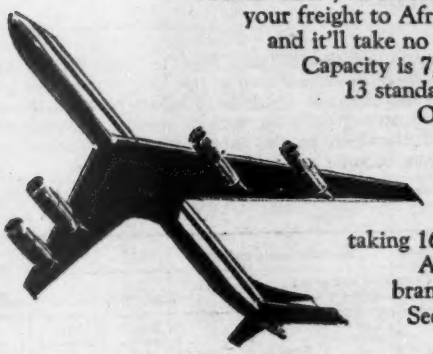
Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+14
1963	119	119	136	131	120	..	131	104	143	146	130	+206	+113	+29	+55
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+354	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133 (1)	133	171	165	132	101	172	128	166	203	186	+104(1)	— 47	—30	+10
1967															
1st quarter	133	132	167	161	129	100	166	127	163	192	179	+ 39	— 8	— 7	+14
2nd quarter	133	133	169	162	129	100	175	133	174	200	185	+ 48	+ 12	—11	+14
3rd quarter	133	133	173	166	132	102	173	125	164	207	190	— 32	— 18	—16	—20
4th quarter	134 (1)	135	174	170	135	104	173	125	163	211	192	+ 49(1)	— 32	+ 5	+ 2
1968															
1st quarter	137 (1)	137	179	176	140	106	177	121	183	210	194	—106(1)	—116	+ 3	+46
2nd quarter	134	138	180	170	130	102	174	121	168	216	190	+ 66	+ 43	+12	+ 5
3rd quarter		140*				103									
1968															
April		137				102									
May		138				100									
June		139				103									
July		139*				102									
August		141*				104									
September		140*				102									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	—	—	—		—	—	—				3,834	3,250	£ million
1962	117	100	101·6	+4·2	103·0	120·6	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	— 91
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—404
1967													
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—110
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—299
1968													
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184	24 225	203	181	—168
2nd quarter	138	125*	125·0	+4·5	122·8	141·3	185·8	550	180		201	180	—169
3rd quarter	139*	129*	125·7	+5·6	122·1*	141·6*	187·4	580	182		209	196	
1968													
April	142	120*	124·8	+4·4	123·5	141·1	183·6	535	180		203	180	
May	140	123*	124·9	+4·6	122·0	141·3	185·8	545	181		207	178	
June	138	125*	125·4	+4·6	122·9	141·5	186·0	569	178		193	182	
July	139	123*	125·5	+5·3	121·9	141·6	186·8	580	180		210	188	
August	139*	126*	125·7	+5·7	121·8	141·6	187·4	585	179		209	199	
September	139*	129*	125·8	+5·9	122·4*	141·7*	187·9	575	186		208	201	
October			126·4	+5·6	122·5*	141·8*	188·3	551	195		210*	194*	
November								529*	211*				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

We're blazing a 42 ton trail across Africa



Alitalia offer you a new and better way to send your freight to Africa. It's the new all-cargo DC8/62F, and it'll take no less than 96,000 lb—something over 42 tons! Capacity is 7,883 cu.ft., to accommodate 13 standard international pallets 88" × 125".

Operating every Monday to Lusaka via Mogadishu.

It's all part of the new Alitalia cargo system—coming in this year to shift even more of your freight even faster through the world-wide Alitalia cargo network.

On the London-Rome run, there's the new all-cargo DC9F, taking 16 tons..pallets fully interchangeable with the DC8/62F.

And on arrival at Fiumicino, your freight zips through our brand-new fully automated Cargo Terminal in an hour or less.

See your Forwarding Agent. Or call us direct—we have offices in London, Manchester, Birmingham, Glasgow and Dublin.

ALITALIA CARGO SYSTEM

Index of industrial production for September

THE PROVISIONAL INDEX of Production for September 1968, prepared by the Central Statistical Office was 140 (seasonally adjusted). For manufacturing industry alone the figure was 142.

For the three months July to September 1968 it is provisionally estimated that production as a whole was 1.1 per cent higher than in the preceding three months, April to June 1968; for manufacturing industries alone there was an increase of 1.2 per cent.

The average index number for the latest three months and the previous three months shown at the foot of the table gives a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries	General chemicals	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1962	115·1	95	115·3	112	110	116	129	120	131	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
1967	133·3	85	134·3	124	118	136	171	146	175	134	153	74	121	110
Unadjusted:														
1967 2nd quarter	136	90	138	127	119	142	175	149	179	138	156	74	133	110
3rd quarter	124	75	125	124	117	136	162	131	167	121	142	73	102	101
4th quarter	139	91	140	128	123	137	174	149	178	140	161	73	124	119
1968 1st quarter	141	84	142	121	119	127	181	143	186	141	159	72	131	125
2nd quarter	140	85	142	127	119	141	184	162	188	141	156	72	136	124
3rd quarter (prov.)	131	73	133	124	117	137	176	160	178	130	148	71	117	111
1968 July (prov.)	129	75	131	122	113	138	174	162	176	129	150	71	112	105
Aug. (prov.)	124	67	124	122	115	135	170	161	172	117	132	71	105	106
Sept. (prov.)	140	78	144	127	122	137	183	158	187	143	163	71	135	121
Seasonally adjusted:														
1967 2nd quarter	133	86	134	123	116	134	171	145	175	134	154	74	122	105
3rd quarter	133	85	133	126	119	138	169	137	174	132	152	74	117	110
4th quarter	135	85	136	125	120	135	175	147	179	135	154	72	123	117
1968 1st quarter	137	84	139	126	121	135	176	144	180	136	154	72	126	119
2nd quarter	138	82	140	123	118	134	182	158	185	138	157	72	127	121
3rd quarter (prov.)	140	81	142	126	119	139	183	167	185	141	159	72	131	122
1968 April	137	83	139	122	118	130	183	149	188	136	155	72	123	122
May	138	83	140	123	117	134	182	155	186	138	156	72	129	119
June	139	81	142	125	118	138	180	169	182	141	161	71	129	123
July (prov.)	139	81	140	123	117	135	182	166	184	139	157	72	127	123
Aug. (prov.)	141	83	143	128	121	141	186	173	188	141	159	72	131	126
Sept. (prov.)	140	80	142	127	119	141	180	161	183	142	160	72	136	117
Apr.-June (av.)	138	82	140	123	118	134	182	158	185	138	157	72	127	121
July-Sept. (av.) (prov.)	140	81	142	126	119	139	183	167	185	141	159	72	131	122

INDUSTRIAL ESTATES – THE ANSWER TO ECONOMIC EXPANSION

Board of Trade factories available now, For details apply to:

England
English Industrial Estates Corporation
Team Valley
Gateshead-on-Tyne 11

Scotland
Scottish Industrial Estates Corporation
3 Woodside Place
Glasgow C.3

Wales
Welsh Industrial Estates Corporation
Treforest Industrial Estate
Pontypridd, Glam

Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	139	151
1967	118	117	121	116	114	89	122	155	165	140	124	145	155	145	156
Unadjusted:															
1967 2nd quarter	123	123	124	114	115	92	117	161	171	145	126	149	157	145	145
3rd quarter	106	105	111	109	104	81	121	152	165	133	126	134	144	148	121
4th quarter	120	119	126	122	124	91	123	158	168	143	132	152	168	148	177
1968 1st quarter	125	123	131	128	128	94	131	162	173	146	131	157	168	144	199
2nd quarter	126	125	131	124	129	92	119	167	178	148	130	157	168	150	146
3rd quarter (prov.)	117	116	123	119	121	82	122	159	168	142	130	140			128
1968 July (prov.)	107	104	119	114	115	79	118	158	165	146	123	142			125
Aug. (prov.)	114	115	109	112	117	76	112	154	162	140	129	133			125
Sept. (prov.)	131	129	140	131	132	91	135	164	178	141	137	145			135
Seasonally adjusted:															
1967 2nd quarter	118	118	119	114	112	90	119	156	164	143	122	142	151	143	158
3rd quarter	115	114	121	113	112	89	123	157	168	140	125	146	152	147	153
4th quarter	118	117	124	119	118	89	123	157	169	138	128	148	163	147	160
1968 1st quarter	121	120	125	124	125	89	126	162	174	144	139	151	167	146	168
2nd quarter	123	121	128	126	130	92	122	164	173	151	129	154	168	149	160
3rd quarter (prov.)	128	126	135	127	130	90	125	163	172	148	129	153			163
1968 April	121	120	125	125	130	92	119	163	173	148	127	157	168		156
May	121	120	125	124	127	92	124	166	174	155	135	154	169		169
June	126	124	135	128	132	93	124	164	173	150	124	150	168		155
July (prov.)	127	125	134	126	128	92	126	164	174	148	127	153			165
Aug. (prov.)	131	131	134	128	131	92	128	164	172	150	139	159			164
Sept. (prov.)	126	123	136	126	132	86	120	160	169	146	122	147			159
Apr.-June (av.)	123	121	128	126	130	92	122	164	173	151	129	154			160
July-Sept. (av.) (prov.)	128	126	135	127	130	90	125	163	172	148	129	153			163

Index of retail prices, October 1968

AT OCTOBER 15, 1968 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 126.4, compared with 125.8 at September 17. The principal changes affecting the index during the month were rises, largely seasonal, in the average levels of prices of household coal and of some fresh vegetables and a fall in the average level of prices of cigarettes.

Business Monitor: Production series

THE FOLLOWING TITLES and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, Box 569, London, S.E.1.

Production series:

Monthly at £1 a year, post free:
- *Rubber for August* 1968
- *Foam Backing, Foam Laminating and Fabric to Fabric Bonding for September* 1968
- *Pottery for September* 1968
- *Boxes, Cartons and Fibreboard Packing Cases for September* 1968
- *Paper and Film Bags for September* 1968.

Quarterly for 7s. 6d. a year, post free:
- *Office Machinery for April-June* 1968
- *Elastic Goods and Narrow Fabrics for July-September* 1968
- *Toilet Preparations for July-September* 1968
- *Organic Chemicals for July-September* 1968
- *Colours for July-September* 1968
- *Photographic Equipment for April-June* 1968.

New companies registered in Northern Ireland

IN THE MONTH of October 1968 one public company and 33 private companies with a total nominal capital of almost £297,000 and one private company limited by guarantee and not having a share capital were registered in Northern Ireland.

During the period January-October 1968 274 companies with a total nominal capital of almost £3,611,000 were registered compared with 248 companies with a total nominal capital of just over £1,521,000 in the same period of 1967.

New companies registered during October

BELOW ARE details of new companies registered in Great Britain during October 1968 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,305	1,305
£1,000 and under £10,000	—	520	520
£10,000 and under £50,000	—	75	75
£50,000 and under £100,000	—	8	8
£100,000 and under £1,000,000	1	12	13
£1,000,000 and above	—	—	—
Total number	1	1,920	1,921
Total amount of nominal capital	'000's £200	'000's £5,404	'000's £5,604

Companies registered in Great Britain in 1967 and 1968

	1967		1968	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,085	3,279	1,395	5,721
February	2,293	4,696	1,440	7,323
March	3,155	6,127	1,749	7,592
April	2,516	3,101	1,543	5,124
May	2,485	3,508	1,837	4,034
June	2,357	5,693	1,546	3,735
July	2,406	19,923	1,780	4,748
August	2,390	5,413	1,742	3,836
September	2,396	4,126	1,601	4,316
October	4,091	4,763	1,921	5,604
November	3,288	7,067		
December	1,294	8,456		
Total	30,756	76,152		

Orders, deliveries, production and exports in the engineering industries in September

THE MINISTRY of Technology reports that the provisional estimate for September shows a slight rise from the revised figure for August for output in the mechanical and electrical engineering industry. The average level of production in the current three months is 1 per cent above that of the preceding three months. Output has risen steadily during 1968 and the average level so far this year is 2 per cent above the average 1967 level.

In the wider group of engineerng industries (Order IV and part of Order VIII) the seasonally adjusted index of total deliveries shows a very slight rise in the third quarter over the preceding quarter. Home deliveries in the same period have also risen 1 per cent but export deliveries fell by 1 per cent from the record level of the second quarter. If the last six months are considered, however, both home and export deliveries appear to be rising with the former showing a 3 per cent rise over the level of the preceding six months and the latter showing an 8 per cent rise. Considering 1968 to date total deliveries have climbed each quarter and on average are 4 per cent higher than the average for the whole of 1967.

Total net new orders in the third quarter have reached their highest point this year, making a 10 per cent rise in the last three months. Home orders have lifted this quarter to their highest level since the fourth quarter 1964 and increased by 8 per cent com-

Table 1. Engineering and electrical goods (SIC Order VI)
Index numbers of the volume of production orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	Exports (4)
		1958 = 100		December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	156	154	116
1967	153	150	160	146	139	167	113
1966 1st quarter	151	148	158	166	164	169	120
2nd quarter	150	146	157	162	162	163	113
3rd quarter	152	150	157	160	160	160	110
4th quarter	155	153	157	156	156	154	125
1967 1st quarter	153	149	159	151	151	153	123
2nd quarter	154	152	159	150	147	162	123
3rd quarter	152	149	159	148	143	165	103
4th quarter	154	149	162	146	139	167	102
1968 1st quarter	154	147	166	146	137	174	132
2nd quarter	157	150	171	141	132	170	128
3rd quarter	159*	..	..	142*	130*	177*	116
1967 July	154	150	160	150	146	161	
August	152	149	159	148	144	163	
September	151	147	158	148	143	165	
October	152	147	159	147	141	166	
November	153	149	162	146	140	166	
December	156	151	164	146	139	167	
1968 January	154	148	166	146	140	168	
February	154	147	165	146	139	168	
March	154	146	169	146	137	174	
April	155	147	167	146	137	174	
May	156	149	169	143	134	172	
June	161	152	175	141	132	170	
July	157*	..	..	141*	132*	172*	
August	159*	..	..	142*	131*	176*	
September	160*	..	..	142*	130*	177*	
Average:							
Latest 3 months shown	159	150	171				
Previous 3 months shown	157	147	166				
Percentage change (5)	+1	+2	+3	+2	—2	+4	

*Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

pared with the preceding three months. New export orders for the current three months are at a record level and are 16 per cent above the preceding three months. Over the nine months of 1968 total new orders are 7 per cent above the average for 1967 with the home market 5 per cent higher and the export market 10 per cent higher.

With increased deliveries and a higher level of new ordering total orders on hand are 1 per cent above their level at the end of June. The decline in home orders on hand seems to be flattening out with a 1 per cent decline from the June level whilst export orders on hand are 5 per cent higher than at the end of June. Looking back to the end of 1967 total orders on hand are 3 per cent lower, home orders 6 per cent lower but export orders 7 per cent higher.

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts if Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the uderlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net orders series, and in this case the figures shown against the months in Table 3 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against August are the averages of the seasonally adjusted figures for July, August and September.

Table 2. Engineering industries (Order VI and part Order VIII (1) Unadjusted Index numbers of the volumes of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	Deliveries 1958 = 100	Average 1958 deliveries = 100		Deliveries 1958 = 100	Average 1958 deliveries = 100		Deliveries 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1967	141	144	151	134	141	152	162	155	150
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	138	147	161	142	146	163	129	148
3rd quarter	159	135	141	158	132	140	161	142	145
4th quarter	152	142	159	152	136	154	154	156	173
1967 1st quarter	149	144	152	149	142	149	151	150	158
2nd quarter	148	151	154	145	145	155	157	167	151
3rd quarter	146	137	141	141	134	143	163	148	135
4th quarter	141	146	159	134	143	161	162	153	154
1968 1st quarter	142	162	158	134	156	156	168	177	164
2nd quarter	138	146	157	129	144	156	164	152	160
3rd quarter *	140	153	149	129	146	148	174	175	151
1967 July	147	141	146	144	145	149	156	129	137
August	147	122	123	143	112	123	160	152	123
September	146	149	153	141	145	156	163	162	146
October	145	140	148	139	142	155	164	137	126
November	144	145	156	137	145	160	164	147	146
December	141	152	173	134	143	167	162	176	191
1968 January	142	152	142	135	153	143	163	147	140
February	143	159	156	136	157	153	163	162	166
March	142	175	176	134	159	173	168	221	185
April	142	144	147	134	145	144	166	143	155
May	140	147	160	132	140	160	167	168	162
June	138	146	164	129	146	160	164	146	163
July*	139	154	151	130	155	153	166	153	146
August*	140	141	134	129	126	132	172	186	140
September*	140	163	161	129	156	159	174	185	168

*Provisional.
(1) See footnotes (1) and (2) to Table 3.
(2) Adjusted to allow for difference in the length of calendar months, but not for regularly recurring seasonal movements.

(Continued on next page)

ENGINEERING INDUSTRIES, *continued*

Table 3. Engineering industries (Order VI and part Order VIII) (1) Seasonally adjusted Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	143	150	154	142	148	154	145	156
1967	143	144	151	137	141	152	162	155	150
1966 1st quarter	164	145	148	162	144	147	170	149	150
2nd quarter	161	140	149	160	142	147	164	136	152
3rd quarter	158	144	152	158	143	150	161	148	157
4th quarter	154	141	153	154	139	149	154	147	164
1967 1st quarter	149	138	151	148	134	149	151	149	156
2nd quarter	148	147	151	144	141	151	158	167	150
3rd quarter	146	146	151	140	143	153	162	162	146
4th quarter	143	146	153	137	146	155	162	146	146
1968 1st quarter	142	151	152	134	144	151	168	170	156
2nd quarter	138	148	159	129	144	157	165	158	165
3rd quarter*	139	163	160	128	156	159	174	184	163
1967 July	147	145	152	143	140	154	158	158	147
August	146	146	149	141	143	151	161	156	144
September	146	143	151	140	141	153	162	147	147
October	145	143	145	139	144	152	162	140	123
November	144	146	150	138	146	154	162	146	139
December	143	150	162	137	149	158	162	152	177
1968 January	143	151	146	137	149	148	162	158	142
February	143	151	153	136	144	152	162	170	156
March	142	153	157	134	145	153	168	174	168
April	142	149	157	134	140	155	167	175	163
May	140	148	155	131	144	153	167	158	160
June	138	150	165	129	145	163	165	164	170
July*	139	157	157	129	151	158	168	175	155
August*	139	163	155	128	156	155	172	184	158
September*	139	..	167	128	..	163	174	..	178
Average:									
Latest 3 months	139	163	160	128	156	159	174	184	163
Previous 3 months	138	148	159	129	144	157	165	158	165
Percentage change (4)	+1	+10	+1	−1	+8	+1	+5	+16	−1

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C. Order VIII).
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three months centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

14 per cent increase in foreign visits to United Kingdom

BRITAIN attracted 302,000 foreign visitors in September – 39,000 more than in the same month last year, reports the British Travel Association.

A BTA spokesman said the September arrivals brought the total number of foreign visitors to Britain in the first nine months of this year to 2,574,000 – an increase of 308,000 (14 per cent) on the same period of record-breaking 1967.

Visitors from European countries in September numbered 172,000, which was a rise of 35,000 on the same month last year. They brought the total number of European arrivals in the first nine months of 1968 to 1,602,000 – an increase of 232,000 (17 per cent) on the period.

United States visitors in September totalled just over 95,000. This was a decrease of nearly 5,000 on the same month last year, but brought the total number of United States arrivals in the first nine months of 1968 to 742,000 – a rise of 25,000 (3 per cent) on the period.

Note:

Details of the numbers of tourist arrivals from British Commonwealth countries during the first nine months of 1968 are not available. It is estimated that these were also considerably higher than in the same period last year.

Imports classified by sub-headings of the United Kingdom Tariff

STATISTICS ARE now available for imports in 1967 classified by the sub-headings of HM Customs and Excise Tariff, and showing the values and, where possible, the quantities of the goods imported.

Hitherto, certain information about annual imports under each of the 99 Chapters of the Tariff has been published in the annual Reports of the Commissioners of HM Customs and Excise (see, for instance, table 58, page 118 in the Report for the year ended March 31, 1966). More detailed information by sub-headings of the tariff was until 1965 given in HM Customs and Excise publication *Protective Duties*, which has now been discontinued. Complete detailed information on values of imports has been available only for headings of the Statistical Classification for Imported and Re-exported Goods.

The statistics for the year 1967 which are now available are in the form of computer tabulation sheets divided into four main tabulations as follows:

Tabulation 1. **Analysis of imports by tariff sub-items and countries from which consigned.** In tariff sub-item order, for each sub-item the quantity, where possible, and value of imports are given in total and for each country, with summary totals for country groups (see tabulation 4, below).

Tabulation 2. **Analysis of imports by tariff chapters and countries from which consigned.** For each Chapter of HM Customs and Excise Tariff is given the value of imports in total and for each country and country group (see tabulation 4, below).

Tabulation 3. **Analysis of imports by country and tariff sub-item.** For each country is given the value of goods imported under each tariff sub-item.

Tabulation 4. **Imports by country groups and tariff sub-items.** The value of imports under each tariff sub-item is given in total for the following country groups:

Group 1. United States of America
Group 2. European Economic Community (EEC)
Group 3. EEC Associated Territories
Group 4. Sub-totals for Groups 2 and 3
Group 5. Japan
Group 6. Other MFN Suppliers
Group 7. Sub-total for Groups 1 to 6 inclusive
Group 8. European Free Trade Association including Finland
Group 9. Commonwealth Preference Area
Group 10. Continental Shelf (foreign part).

The tabulations have been designed mainly for official use, e.g. tariff negotiations. The values are, therefore, expressed in United States dollars as well as in £ sterling. Each tariff sub-heading is identified in the tabulations by a six-digit code number, the first four digits of which are identical with those relating to the heading in the customs tariff, while the last two digits represent the sub-heading of the tariff. A key relating the six-digit code numbers to the customs tariff sub-headings is available with the tabulation sheets; so too is a key of the code numbers used for countries and country groups. Country names are shown also by five-letter abbreviations, which in most cases are sufficient to identify the country.

Figures for the year 1967 only, and not monthly figures, are available. In some cases it may be possible to provide figures for an earlier year.

Trade within the following categories has not been allocated to specific tariff sub-headings, but has been grouped under the code numbers shown. Statistics of this trade appear at the beginning of Tabulation 1:

666 Post parcels not classified according to kind
777 Electrical energy
888 Government films
999 Transhipments into the Channel Islands;
Direct imports into the Channel Islands;
Goods temporarily imported for repair and re-exportation (not exceeding £200 in value) other than from the Channel Islands.

Copies of the tabulations, or of extracts from them, may be obtained from the Bill of Entry Section, Statistical Office, HM Customs and Excise, Portcullis House, 27 Victoria Avenue, Southend-on-Sea, Essex (Tel. Southend 49421, Ext. 312). A payment is necessary to cover the cost of providing the information. The Bill of Entry Section (PD) at the same address can also provide information about the amount of duty paid in respect of any particular tariff heading or sub-heading. A set of the tabulations of the import statistics, but not details of the duty paid, may be inspected at the Board of Trade Statistics and Market Intelligence Library, Hillgate House, 35 Old Bailey, London, E.C.4.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, November 22, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
The Bliss of Mrs. Blossom	Br/E 33639	93	November 18	Paramount Pictures (UK) Ltd.	Paramount Pictures (UK) Ltd.
Curse of the Crimson Altar	Br/E 33646	89	November 21	Tigon Pictures Ltd.	Tigon British Film Productions Ltd.
Love in Our Time	Br/E 33647	87	November 21	" "	" "
Half Circle	Br/E 33651	17	November 21	Gala Film Distributors Ltd.	Syntax Films.
Great Catherine	Br/E 33653	99	November 22	Warner-Pathe Distributors Ltd.	Keep Films Ltd.
Look at Life Series 38: *The Sinking City*	Br/E 33656	10	November 22	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Pathe News 68-93	Br/E 33423	8	November 22	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-94	Br/E 33424	7	November 22	" "	" "
Movietone News 2058	Br/E 33371	8	November 22	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2058A	Br/E 33372	8	November 22	" "	" "
FOREIGN					
Million Dollar Man	F 33638	90	November 18	Miracle Films Ltd.	France Cinema Productions, Paris and C.M.V. Produzione, Cinematografica, Rome.
The Violent Four	F 33640	80	November 18	Paramount Pictures (UK) Ltd.	Dino de Laurentiis Cinematografica, Rome.
In Enemy Country	F 33641	77	November 18	Rank Film Distributors Ltd.	Universal International Films Inc.
The Hell with Heroes	F 33642	100	November 18	" "	" "
Young Americans	F 33643	79	November 18	Columbia Pictures Corp. Ltd.	The Young Americans.
Where Angels Go, Trouble Follows	F 33644	94	November 18	" "	William Frye Productions Inc.
Last of the Renegades	F 33645	93	November 20	British Lion Films Ltd.	Rialto Film Preben Philipsen, G.m.b.H., Berlin.
The World of Fashion	F 33648	23	November 21	Twentieth Century-Fox Film Co. Ltd.	Les Films du Siecle, Paris.
Heidi	F 33649	95	November 21	Gala Film Distributors Ltd.	Sascha Film Productions G.m.b.H., Vienna.
People Meet	F 33650	98	November 21	" "	Sandrew Film and Teater A.B., Stockholm and Nordisk Films Teknik, Copenhagen.
Witchcraft Through the Ages (Haxan)	F 33652	76	November 22	Anthony Balch Films Ltd.	Svensk Filmindustri, Stockholm.
The World of the Seekers	F 33654	60	November 22	Billy Graham Evangelistic Association Ltd.	Ajax Films Pty. Ltd., Sydney and General Television Corporation Pty. Ltd., Melbourne.
The Capetown Affair	F 33655	100	November 22	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corp.

AMENDMENT TO THE REGISTER
The particulars of the film 'Orpheus' (F 14006) registered on June 8, 1950, have been amended to include the additional title 'Orphee'.

NOTE
The particulars relating to the registration of the film 'Barbra in Movieland' (F 33532 on September 18, 1968 have been deleted.

CAR AND COMMERCIAL VEHICLE PRODUCTION

Car production for home market highest in three years

THE MINISTRY OF TECHNOLOGY have announced that the production of cars for the home market in October, on a seasonally adjusted basis, was the highest since December, 1965, but a fall in export production put the total figure of 5 per cent below September's all-time record.

The high rate of production in October raised the seasonally adjusted home market total for the three months August-October to 18 per cent above that for the period May-July, and despite a fall of 4 per cent in production for export, total car production in the latest three months was 8 per cent up on the preceding three months' total.

In terms of recorded figures production in the four weeks ending October 26 averaged 36,491 cars a week, 21 per cent more than in the corresponding period last year. The total for the first 10 months of 1968 was 1,488,200, a rise of 17 per cent on 1967; export production was 40 per cent higher than last year, and home market production 4 per cent higher.

Seasonally adjusted commercial vehicle production was also in total a little lower in October than in September. The fall was, however, entirely in production for the home market, export production being about the same in October as in September. In the latest three months total production was 7 per cent higher than in the preceding three months, with production for the home market 9 per cent up and production for export 5 per cent up. Recorded production in the four weeks ending October 26 averaged 8,465 commercial vehicles a week, much the same as in the corresponding period in 1967. In the 10 months to October, 331,100 commercial vehicles were produced, 4 per cent more than last year. Production for export rose by 3 per cent – first time this year that the cumulative total for the year has exceeded the cumulative figure for the corresponding period in 1967 – and production for the home market was 5 per cent higher.

Note:

Since the last car and commercial vehicle production figures were published (*Board of Trade Journal*, November 8, page 1246) the figures for car production in May on both the recorded basis and the seasonally adjusted basis have been revised upwards. The percentage changes on the running three months' comparison basis of the seasonally adjusted figures are therefore now:

	Home	*Export*	*Total*
March-May 1968 on December 1967-February 1968	− 9	+37	+ 8
April-June 1968 on January-March 1968	− 8	+13	+ 1
May-July on February-April	− 3	+ 5	N/C
June-August on March-May	− 1	− 3	− 2
July-September on April-June	+13	+ 3	+ 9

Statistical inquiries to Industrial Statistics Branch, Ministry of Technology, Dean Bradley House, Horseferry Road, London, S.W.1 (Tel. 01-799 5688, Ext. 34).

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

Table 1. Recorded Production

	No. of weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1963	52	958,766	649,173	1,607,939	30,922	238,876	164,905	403,781	7,765
1964	53	1,171,886	705,754	1,867,640	35,238	285,332	179,404	464,736	8,769
1965	52	1,069,374	652,671	1,722,045	33,116	280,976	174,240	455,216	8,754
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1966 1st quarter	13	294,287	168,174	462,461	35,574	75,662	44,718	120,380	9,260
2nd quarter	13	309,350	174,797	484,147	37,242	76,266	47,362	123,628	9,510
3rd quarter	13	206,248	127,895	334,143	25,703	56,128	40,759	96,886	7,453
4th quarter	13	168,799	154,129	322,928	24,841	52,558	45,223	97,871	7,522
1967 1st quarter	13	228,687	158,877	387,564	29,813	54,850	40,382	95,232	7,326
2nd quarter	13	281,652	164,885	446,537	34,349	66,929	37,286	104,215	8,016
3rd quarter	13	210,178	105,224	315,402	24,402	56,011	27,319	83,330	6,410
4th quarter	13	267,756	134,754	402,510	30,962	67,902	34,427	102,329	7,871
1968 1st quarter	13	269,925	197,630	467,555	35,966	67,055	37,221	104,276	8,021
2nd quarter	13	264,041	225,091	489,132	37,626	66,754	37,711	104,465	8,036
3rd quarter	13	214,713	170,847	385,560	29,658	56,719	31,750	88,469	6,805
1967 August	4	60,019	31,119	91,138	22,784	14,035	5,961	19,996	4,999
September	5	86,914	42,761	129,676	25,935	24,958	11,733	36,691	7,338
October	4	85,851	34,731	120,582	30,146	23,185	11,003	34,188	8,547
November	4	85,633	43,324	128,957	32,239	20,792	11,157	31,949	7,987
December	5	96,272	56,699	152,971	30,594	23,867	12,343	36,210	7,242
1968 January	4	80,547	41,470	122,017	30,504	18,685	9,254	27,939	6,985
February	4	80,167	62,901	143,068	35,767	19,941	11,731	31,672	7,918
March	5	109,211	93,259	202,470	40,494	28,429	16,236	44,665	8,933
April	4	81,243	64,085	145,328	36,332	20,210	11,400	31,610	7,903
May	4	88,868	72,950	161,818	40,455	21,453	12,275	33,768	8,442
June	5	93,930	88,056	181,986	36,397	25,051	14,036	39,087	7,817
July	4	59,255	48,896	108,151	27,038	16,287	8,948	25,235	6,309
August	4	57,327	42,343	99,670	24,918	13,235	8,108	21,343	5,336
September	5	98,131	79,608	177,739	35,548	27,197	14,694	41,891	8,378
October	4	90,289	55,676	145,965	36,491	21,299	12,559	33,858	8,465

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Table 2. Production – Seasonally adjusted

	Passenger Cars			Commercial Vehicles		
	For home market	For export	Total	For home market	For export	Total
1963	79·9	54·1	134·0	19·9	13·7	33·6
1964	96·8	58·8	155·6	23·8	15·0	38·7
1965	89·1	54·4	143·5	23·4	14·5	37·9
1966	81·6	52·4	133·6	21·7	14·8	36·6
1967	82·4	47·0	129·3	20·5	11·6	32·1
1966 1st quarter	91·5	52·4	143·9	24·1	14·6	38·7
2nd quarter	89·3	53·7	143·0	23·0	14·9	38·0
3rd quarter	85·7	51·7	137·4	22·0	15·7	37·7
4th quarter	59·7	50·7	110·3	17·7	14·1	31·8
1967 1st quarter	71·1	50·7	121·8	17·8	13·5	31·3
2nd quarter	78·7	49·3	127·9	19·5	11·7	31·2
3rd quarter	85·6	44·2	130·1	21·8	10·6	32·4
4th quarter	93·8	43·8	137·6	22·8	10·7	33·5
1968 1st quarter	83·4	60·0	143·4	21·3	12·0	33·4
2nd quarter	76·5	67·8	144·2	20·1	12·0	32·1
3rd quarter	86·7	70·0	156·7	21·8	12·3	34·1
1967 August	88·9	46·7	135·6	22·1	11·1	33·2
September	82·4	40·6	123·0	21·2	9·5	30·8
October	91·5	38·4	123·0	23·4	10·5	33·9
November	94·3	44·8	139·1	22·4	11·1	33·5
December	95·4	48·2	143·6	22·4	10·5	33·0
1968 January	87·2	43·6	130·8	20·0	10·2	30·2
February	80·7	60·8	141·5	20·9	12·1	33·0
March	82·2	75·5	157·7	23·1	13·9	37·0
April	78·3	63·9	142·2	20·6	12·4	33·0
May	80·1	70·2	150·3	20·3	12·0	32·3
June	71·0	69·2	140·2	19·3	11·7	31·0
July	81·9	70·2	152·1	21·1	11·6	32·8
August	85·8	63·4	149·2	21·0	13·1	34·1
September	92·4	76·2	168·7	23·3	12·0	35·3
October	97·8	62·2	159·9	21·7	12·1	33·7
Average of:						
May to July 1968	77·7	69·9	147·5	20·2	11·8	32·0
Aug. to Oct. 1968	92·0	67·3	159·3	22·0	12·4	34·4
Percentage change	+18	—4	+8	+9	+5	+7

Reorganization of industrial statistics

THE GOVERNMENT STATISTICAL Service is planning, over the next few years, to examine the present range of industrial statistics and to recast and extend it so as to provide a comprehensive and integrated statistical service. (a)

The emphasis in this will be on meeting as fully and adequately as possible the growing needs of industry for statistical information. An important aspect of this reorganization will be the consideration, industry by industry, with trade associations and others interested, of the requirements for short period – usually quarterly – information about the goods they sell. The lead in these consultations will be taken by the Government Department with responsibility for the particular industry.

As part of this work the Statistics Division of the Board of Trade has started examining the statistics of the following trades (the number of the Minimum List Heading in Standard Industrial Classification (Revised 1968) is shown in brackets): General Chemicals (271); Pharmaceutical Chemicals and Preparations (272); Glass (463); Furniture and Upholstery (472); Bedding, etc. (473); and Rubber (491).

Further notices for other industries will be issued later.

The work of designing a new quarterly sales inquiry has been completed for three trades and the first set of information will be collected in respect of the fourth quarter of 1968. The trades are Printing, Publishing of Newspapers (485); Printing, Publishing of Periodicals (486); and Other Printing, Publishing, Bookbinding, Engraving, etc. (489).

(a) An outline of the proposed changes was given in an article entitled 'The development of industrial statistics' by J. Stafford, Director of Statistics, Board of Trade, in the first issue of 'Statistical News', May 1968.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.1;* 13*A Castle St., Edinburgh 2; Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

The Reddaway report on direct investment overseas

'The Effects of United Kingdom Direct Investment Overseas: Final Report' (by W. B. Reddaway, in collaboration with S. J. Potter and C. T. Taylor) is a sequel to the earlier Interim Report published in March 1967. It presents the results of an inquiry, sponsored by the Confederation of British Industry, 'to study the effects of direct outward investment on the United Kingdom balance of payments and on the United Kingdom generally'.

Despite the additional information which subsequently came to light and the further analysis and reflection that was possible, the authors found that there was little in the interim report which required significant amendment. The final report, therefore, begins where the interim report left off and consists of some further elaborations of the effects of overseas investment on the balance of payments, together with an examination of the effects on the national income, especially as the result of the sharing of research expenditure and 'know-how' between parent and subsidiary companies.

The basic approach of Professor Reddaway was set out in the interim report in which the point was made that the effects of overseas investment were best considered by comparing the actual position with an alternative position in which rather more (or less) investment had been undertaken. Great stress was laid on the need to establish a conceptual framework for examining the effects of overseas investment and to make explicit the assumptions underlying any approach adopted. In examining the effect of overseas investment in the balance of payments it was assumed that Government policy of maintaining full employment would ensure that the United Kingdom national income would not be altered by the act of overseas investment in the year in which it occurred and that in the overseas country the failure to establish a United Kingdom affiliate would see the establishment of an equivalent non-United Kingdom firm.

The interim report analysed the balance of payments effects of £100 of overseas investment into the initial effect on exports in the year in which the investment occurred (put at £11 for manufacturing industry); the continuing effects of profits earned on the investment (put at £5¼); and the extra exports of goods and services resulting from the investment (put at £1½). Against these benefits must be set the external financing charge on the additional external obligations incurred as a result of the investment (put at £2¾ per £100 of overseas investment). The final report elaborates this conclusion in a number of ways by examining the effect on profitability of such factors as the size and age of the investment and by altering the underlying assumptions, e.g. by assuming that any investment from the United Kingdom is accompanied by investment by foreign partners in the investment; this tends to increase both the initial and the continuing effects of a given investment from the United Kingdom.

It is recognized that while, on balance, in the long run direct investment is to our advantage, in the short run restrictions on overseas investment ease the country's overseas financing problem. By attempting to quantify thee two sets of factors the report helps to provide a basis for striking a balance between the two considerations.

The main innovation in the final report is an examination of the productivity effects of overseas investment on the national income through knowledge-sharing, i.e. the extent to which the existence of overseas affiliates enables the benefits of research and know-how to spread more widely throughout the group. It was estimated that the 'true' return to the United Kingdom from overseas manufacturing subsidiaries (including the benefits of knowledge-sharing which were not reflected in the financial return) was about 6 per cent a year, of which the gain from knowledge-sharing accounted for about 2 per cent. This suggested that much direct investment overseas would not appear attractive to the parent company if it did not provide a means of extending the use of existing knowledge at little or no cost.

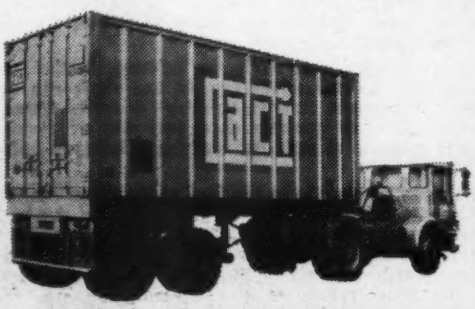
Throughout the report it is emphasized that there is great diversity of experience in the field of overseas investment, and the various analyses, both of the historical record of the decade 1955-64 and of the effects examined, are presented in terms of several broad industry groups and of 15 specified countries.

The final report contains a brief summary of both reports and also revised versions of the text tables in the interim report.

soon Australia will be just twenty feet away

Our business is carrying the export-import traffic between Australia and the U.K. And we've done some pretty hard homework on that subject. The result – a 20-foot long ACT Container, the shortest distance between two places. If you deal with Down-Under, we'd like to make a suggestion. Use the ACT Container Service. Here are the reasons why...

The ACT Container service
We ship anything which can be fitted in a container. We use a standard full-width door dry-freight Container for most cargoes, to maximise your load sizes. They're plywood-lined, with built-in lashing points for extra security. We use temperature controlled insulated containers for refrigerated loads varying from deep frozen to cool. Tank Containers for liquids and free flowing products.



Top-Loading Containers for big, indivisible loads. If it will fit in an ACT Container – we'll move it. And the service is depot to depot or door to door for large or small consignments.

The ACT computer service
We almost forgot about our documentation service. When the computer takes over, our lives – and yours – will become a lot easier. What does computerisation mean? That we give better information more quickly: we shall predict delivery dates; notify your consignee before his goods arrive; produce your freight invoices and bills of lading, quicker, with copies, free

A little trumpet-blowing...
The point is this. The transport world is becoming container conscious. And we're going to keep ourselves firmly at the top in efficiency, service and safety. We'll shift your cargoes half-way round the world without fuss or fumble. We'll arrange inland transport, in both countries, with TOC, (Trans-Ocean Containers Pty. Ltd., our Australian colleagues). We discuss, we quote, we help on stowage and materials handling problems, we book. And your goods end up at their destination right on time and factory fresh. When you think about it, they should. They've only travelled 20 feet...

Get in touch with ACT
By letter, telephone or telex or just have us call on you! We'll explain the service more fully to you and how its flexibility can be used to meet your particular needs.

Associated Container Transportation Ltd
14 Fenchurch Avenue, London, EC3
Telephone: 01-481 8361
Telegraphic Address: Linercon, London, EC3
(Branches are opening shortly in Birmingham, Manchester, Leeds and Glasgow)

Exhibitions and Fairs

International interest in British electronic equipment at Munich

A report from the British Consulate-General, Munich

THE 3RD International Trade Exhibition of Electronic Components and Related Measuring and Production Equipment, held in Munich from November 7-13, confirmed that this event must now be considered as one of the three most important trade fairs of its kind in Europe. Some indication of the rapid growth of Electronica can be gained from the fact that when the exhibition was initiated four years ago there were only 140 stands and 400 exhibitors. This year over 1,000 firms from 23 countries were represented at Electronica 68, and 500 of these exhibited off their own stands. The electronics industry in Germany is by no means an indigenous one. Over half of the exhibits at this year's event were of foreign origin with American products dominating. Nor is the Electronica an event of only local interest. Of the 33,400 registered visitors, 22 per cent were recorded as coming from third countries. The large majority of these visitors were electronics design engineers and technicians occupying leading positions in industry, and it was interesting to note the presence of many representatives from Eastern Europe. The rapidly growing importance of the Electronica Exhibition has not been lost on those British electronic component and equipment manufacturers who have appreciated that Germany and Europe generally, offer a large potential market for their products. Over 100 British firms were represented at Electronica 68, of whom 45 exhibited directly, the remainder showing through their European subsidiaries or agents. Thirty-nine of the direct exhibitors reported tremendous interest in their products on a large combined stand sponsored by the Radio and Electronic Component Manufacturers Federation in conjunction with the Board of Trade.

Electronica 68 was held against the background of increasing application of electronics and microelectronics to all aspects of science and industry. The total European market for electronic components in 1967 was around DM 9.8 milliarden and the figure for 1968 is expected to rise by 10 per cent to DM 10.5 or DM 11 milliarden. The German market, however, is rising much faster, the growth rate lying between 15 and 18 per cent. The European microelectronics market shows a startling growth, having risen between 1967 and 1968 by 75 per cent, from DM 115 million to DM 200 million. Of this the German market again takes a share of about 15 per cent. Another pointer to the importance of the German market is the installed computer capacity in the Federal Republic. This has risen by 300 per cent since 1964, and it is estimated that by 1975 this capacity will have quadrupled. Only America shows a larger installation growth factor.

Electronica 68 reflected this tremendous international activity, and the consistent interest shown by visitors in British components, materials and equipment underlines the fact that United Kingdom trade prospects could be excellent if the right tactics were adopted. It is perhaps not generally appreciated that Germany would like to do business with the United Kingdom in the electronics sector, and that German industry has a great respect for our technological achievements in this field. Prompt attention to inquiries and meticulous adherence to standards and delivery dates are the main criteria in doing worthwhile business, and if these points are met the market, while being highly competitive, should hold out bright prospects for our exporters.

British exhibitors on the combined stand in Hall 5 were overwhelmed by the number and quality of inquiries received. Royce Thermco Ltd. sold their component production exhibit off their stand on the first day and a director of the company said that if he had had four more such exhibits on show, he would have sold those too. Hawthorn Baker Ltd., who were exhibiting specially designed modular furniture for use by electronic service engineers, also sold all their exhibits and received many inquiries for quotations as well as for distribution rights in Germany. J. J. Huber Ltd., who manufacture vacuum printing frames, anodized labels and etched photofoils, appointed a German agent during the exhibition and passed to him over 200 inquiries for follow-up action. Space precludes mentioning the very real successes of all the 39 British exhibitors on the combined stand, but one further item is worthy of inclusion. The M. O. Valve Co. Ltd. received, apart from many trade inquiries, a certificate from the fair organizers commending the outstanding technical merit of their exhibits. Only four of these were presented during the exhibition.

(Continued on next page)

The British Ambassador, Sir Patrick Dean (centre), is shown equipment on display on the UKAEA stand at the 1968 Atom Fair, Washington. The stand attracted keen interest from visitors of many nationalities (*Report on page* 1490.)

Mr. Anthony Crosland, President of the Board of Trade (right), with Sir Alfred Nicholas, chairman of the Development Council for Wales, at the opening of the Development Corporation's exhibit 'Wales – Growth Area for Expanding Industry' at Grosvenor House, London, on November 18.

BRITISH ELECTRONIC EQUIPMENT IN MUNICH, *continued*

Inquiries were received not only from Germany but also from many Eastern European countries, especially Bulgaria, Hungary and Yugoslavia. Serious approaches were even received from Tokyo and Hong Kong, to underlining the truly international interest in British electronic equipment and components as well as the effectiveness and standing of this fair.

On November 11 HM Ambassador in Bonn, Sir Roger Jackling, spoke at a press conference, organized by the RECMF on behalf of the British exhibitors. He afterwards visited all the companies on the combined stand as well as some of the British independent exhibitors, accompanied by Mr. Bentley of the RECMF and HM Consul-General in Munich, Mr. G. Baker. The Ambassador was particularly impressed by the optimism of all the businessmen he spoke to. The only complaint he heard was from a British exhibitor who feared he was going to have to burn a considerable amount of midnight oil in order to be able to deal with all the inquiries his firm had received. Interest was maintained right through the exhibition, and as the doors closed on the last day the general opinion was – 'exhausting but we would not have missed it'. All the British firms showing expressed the firm intention of being at the next Electronica in 1970, which event promises to be even larger and more comprehensive than before. This does not mean, however, that the exhibition will become more general in nature. The Munich Fair Authority is determined to ensure that Electronica remains a highly specialized fair reflecting the latest developments and ideas of the international electronics industry.

Details regarding the next Electronica in 1970 can be obtained from the agents for the fair authority in the United Kingdom: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel: Hunter 1951).

HM Ambassador Sir Roger Jackling (right) talks to representatives of Smiths Industries Ltd. Ceramics Division on their stand at Electronica 68 in Munich.

British dealers dominate first Mexican stamp exhibition

A report from the British Embassy, Mexico

MEXICO'S FIRST International Philatelic Exhibition, Efimex '68, was held in Mexico City from November 1 to 9. British dealers outnumbered those from any other country.

Efimex was organized by the Mexican Federation of Philately under the patronage of the Fédération Internationale de Philatelie. Exhibits were grouped into various classes. There was a court of honour, and there were official, private and dealers' collections covering five floors of the Centro Hidalgo in the heart of Mexico City. National days, lectures and the release of thousands of carrier pigeons all featured in the programme.

Britain's participation was important in that it gave Efimex a truly international character rather than a Pan American one. In the court of honour a selection of stamps from Her Majesty's Collection took pride of place. The collection was begun by George V. One of the most striking of the official collections was the exhibit mounted by the General Post Office of the art nouveau series of stamps issued in the reign of George V. Fifteen of the 31 dealers were British, amongst them the well-known firm of Stanley Gibbons Limited. In addition, the Philatelic Bureau of the General Post Office and the Philatelic Traders' Society took booths. Other dealers came from the United States, Mexico, Brazil, Canada, Cuba, Switzerland and Russia. One hundred and eighty-eight private collections were exhibited, of which 25 were British, and of these 20 received prizes.

On November 6, Mr. Joseph Slater, Assistant Postmaster General, opened the British Day at Efimex by cancelling a number of letters with a stamp prepared for the occasion. The design of the stamp featured the Union Jack with Big Ben in the centre. Mr. Slater then lectured on 'The Reorganization of the British Postal and Telephone Services under the Control of an Autonomous Government Agency'. The lecture was well attended and was followed by a lively series of questions which showed a genuine interest on the part of the Mexican audience in our postal system. In the evening a reception was offered by the British Ambassador, Mr. C. P. Hope, in honour of Mr. Slater and the British participants at Efimex.

No figure can be given for the value of total sales made by the British dealers at Efimex. Nevertheless, it is clear that the majority more than covered their expenses; and that some made sales in excess of £3,000.

Attendance at Efimex was low by comparison with figures of attendance at exhibitions in countries where there has long existed an interest in stamp collecting. 13,500 visitors are known to have bought admission tickets. Others, such as schoolchildren, will have visited the exhibition without having to buy admission tickets. In London the value of business transacted runs to around £10 million a year. In Mexico the trade is only now beginning to stand on its feet. Efimex will certainly have contributed to its growth, and by their participation the British dealers have established contacts in a new and developing market. Before the exhibition the organizers were very apprehensive about the prospects for the dealers. The results achieved by the dealers, however, have allayed their fears.

Amongst those who were well pleased with their results at Efimex were the Philatelic Bureau of the GPO, Robson Lowe Ltd. (who brought an attractive collection of Mexican stamps) and the Crown Agents.

Mr. Joseph Slater, Assistant Postmaster-General, inaugurates British Day at Mexico's International Philatelic Exhibition by cancelling a number of letters with a stamp specially prepared for the occasion.

British Shopping Week for Luneburg

BRITISH MANUFACTURERS will be interested in the decision by the town authorities of Luneburg, Federal Republic of Germany, to hold a British Shopping Week from May 10 to 18, 1969.

British goods will be featured in all the main shops in Luneburg, which include branches of the Karstadt and Kerber store groups.

Scunthorpe, which has a twinning association with Luneburg, has a special interest in this promotion.

Concurrently with the Shopping Week, a special British promotion is being organized by the Spar food supermarket organization which has 40 shops in Luneburg.

Further information may be obtained from Mr. P. L. F. Edwards, British Consulate-General, Commercial Section, (3) Hanover, Am Aegidientorplatz, 1.

32 Scottish companies in South African exhibition

THIRTY-TWO Scottish companies are to take part in next year's Rand Easter Show in South Africa. In co-operation with the Board of Trade, the Scottish Council (Development and Industry) will sponsor an exhibition in the British Pavilion in Milner Park, Johannesburg, during the show, from March 25 to April 7. The available exhibition space has nearly all been allocated.

Mr. Donald Reid, head of the Scottish Council's trade division, said in Edinburgh that the 7,000 sq. ft. exhibition would feature a wide variety of Scottish products, ranging from golf clubs and foodstuffs to electronic equipment and aero engines. 'The aim of the exhibition is to expand the scope and value of Scottish exports to a highly prosperous – and expanding – market,' Mr. Reid said.

Already, various organizations are making plans to support the exhibition. Greaterman's, a large South African department store chain, are to stage a British promotion to coincide with the Rand Show, which will include a special section devoted to the products of Scotland. It is hoped that a Scottish fashion show will be part of the promotion.

'We hope that the exhibition itself, together with the supporting events, will make a really significant impact in South Africa,' Mr. Reid said. 'Last year's attendance at the Rand Show was more than 600,000 and exhibitors are reported to have done substantial business. We hope that next year's Scottish exhibition will result in a great deal of business both for the companies taking part and for industry in Scotland generally.'

A party of American visitors to the Public Works Exhibition at Olympia discuss the new Hy-Mac and Hy-Lift models on the Hydraulic Machinery (Great Britain) Ltd. stand with Mr. Peter Hamilton (centre).

See the world's best-selling hardware

In 1968 32,000 buyers were able to see 30,000 products from 75 different countries and successfully transacted a volume of business which exceeded all expectation. Book *your* five days in London for the 1969 International Hardware Trades Fair . . . five days in which you can meet more top people, carry out more high-level discussions and do more positive business than would otherwise be possible in twelve months' continuous round-the-world travelling. The only independently-organised fair of its kind HTF is also the most friendly. Arranged to allow pleasantly relaxed viewing of all exhibits within the five days, visitors enjoy meeting both old and new colleagues under one roof in an atmosphere which promotes very easy contact throughout all aspects of the hardware trade. The Hospitality Service for Buyers makes sure your off-duty hours are memorable too.
Write for brochure and free ticket of admission to:

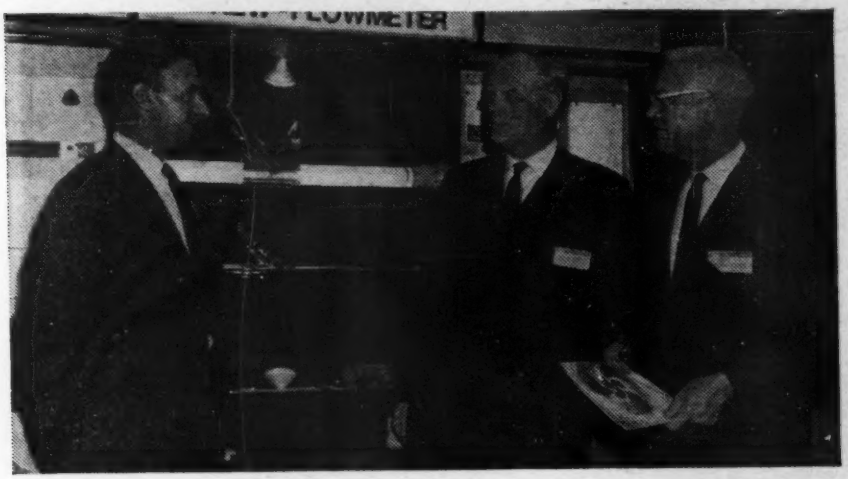
UNIVERSAL EXHIBITIONS LTD, 9 Castle Place, High Wycombe, Bucks, England

HTF

1969 15th INTERNATIONAL HARDWARE TRADES FAIR
Olympia London January 27-31

Measurement and control equipment in New York

A report from the British Consulate-General, New York



During his tour of British stands at the ISA Instrumentation-Automation show in New York, the British Ambassador, Sir Patrick Dean (centre) talked to Mr. V. Hamber of B. Rhodes & Son Ltd. (left) and Mr. I. D. Campbell of Georgia Pacific Corporation, Bellingham.

FOURTEEN British manufacturers exhibited a range of measurement and control equipment at the 23rd Annual ISA Instrumentation-Automation Conference and Exhibit held at New York's Coliseum from October 28 to 30, in a joint venture sponsored by the London Chamber of Commerce with the co-operation of the Board of Trade for the second successive year. The show was not open to the public, but registered attendance was more than 22,000. This annual exhibition is probably the largest and one of the most important in the United States, if not the world, of those exhibitions covering instrumentation, systems and automation, and 340 exhibitors fully occupied two complete floors of the Coliseum. The show is normally held in New York every second year, and in intervening years in other cities, so that in 1967 it was in Chicago and in 1969 will be in Houston.

Most of the large American companies involved in measurement and control were in evidence with attractively designed exhibit booths. A number of them presented newly developed additions to their product line and many had gone to considerable trouble and expense to set up demonstration units. The trend of the 1968 show was somewhat easier to identify than has been the case in past shows. American manufacturers are constantly on the lookout for 'innovation' ('innovative' is a current jargon term in marketing) and their exhibits indicated that they undoubtedly foresee rapid growth in the fields of oceanography, medicine, and air and water pollution. Of equal importance is the fast growing use of computers in industrial control, said to be increasing at a rate of 30 per cent a year. The overall instrument market for 1968 was projected at $750 million, a figure which fully justifies the attention of export-minded British companies.

The British joint venture was the only foreign group of companies. Only one company each from Japan, the Federal Republic of Germany and Canada was present. The American subsidiaries of four other British companies also participated independently of the British joint venture. British products on display included data logging equipment, industrial data acquisition systems, test and measuring equipment, signal generators and bridges, and the highly successful introduction of a new turbine type flow meter designed to provide industry with a low cost automated fluid measuring system.

The British Ambassador, Sir Patrick Dean, was a guest of honour at the ISA press luncheon on October 28, and afterwards visited the group of British stands to talk to exhibitors. He was also shown the exhibits of three major United States companies with subsidiaries in the United Kingdom – Honeywell, IBM and Leeds and Northrup, representatives of whose British operations met him on their stands.

Although in some cases their products' lines were not wholly appropriate to the ISA show, the British exhibitors were generally well satisfied with their visit; even the less successful received inquiries which could develop into good business. Apart from obtaining orders and appointing United States representatives, the exhibitors valued the show for the opportunity which it presented to observe at first hand the competition which they are facing, and to evaluate market requirements. The American market differs from the European market, particularly in the price structure of products and pattern of distribution. Participation by British companies in a trade show of this kind is an invaluable start to systematic penetration of the market.

Government and industry at Washington Atom Fair

A report from the British Embassy, Washington

THE FOURTEENTH International Atomic Energy Conference and Exhibition was held in Washington, DC, from November 10 to 14. The Conference was attended by about 3,100 people, and the exhibition by 4,700. Attendance at the exhibition included representatives of the 21 countries participating in the conference.

The British displays, occupying a central position in the exhibition hall of the Sheraton-Park Hotel, were organized as a joint government-industry project by the United Kingdom Atomic Energy Authority under the sponsorship of the British Nuclear Forum, with Board of Trade help. Other government exhibits were staged by the United States and France. Countries represented by industry exhibits were the United Kingdom (10), United States (47), France (4), Canada (2) and Sweden (1).

The design of the UKAEA stand was particularly impressive. The exhibit outlined Britain's nuclear power programmes and displayed equipment in use at Harwell and at the Radiochemical Centre at Amersham. The stand housed a cinema where a number of films were shown, some in languages other than English. A constant flow of visitors took advantage of the wide range of supporting technical information available on the stand, given both verbally and in the form of technical literature. Visitors from European countries and Japan, as well as from the United States were obviously impressed by the marked success of the British nuclear programme.

There was intensive interest, particularly from American visitors, in the Harwell neutron-chopper and CAMAC system manufactured by English Electric Co., and it is expected that one complete unit will be sold to a United States customer. Many other United States inquiries are expected to lead to business. Keen interest from representatives of most countries attending the conference and exhibition was shown also in the UKAEA demonstration of irradiation technology, the British lead in this area of research being generally acknowledged.

The favourable location and arresting design of the official stand not only attracted visitors but served to draw them to the adjacent exhibits of the 10 firms participating in the British Nuclear Forum display.

All exhibitors stated that participation had been worthwhile. For some it served to put their names and capabilities before a wide audience and to establish useful contacts with potential foreign customers. Others received promising inquiries and expected to develop new business.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

UK aid to developing countries

Indonesia

AN AGREEMENT has been signed for an interest free loan for £800,000 from the British Government to the Government of Indonesia. The loan, which has a seven-year grace period, is repayable over 25 years and will be used for the purchase of British goods.

Commercial inquiries relating to this loan should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 313, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253 or 2747), quoting reference CRE 22249/G.

Colombia and Rumania

THE FOLLOWING AGREEMENTS were signed between the Governments of the Republic of Colombia and the Socialist Republic of Rumania on the occasion of a recent visit to Colombia of a Rumanian goodwill mission:

Trade and payment agreement

The agreement was signed on September 25 and provides for a 'most favoured nation' relationship between the two countries, although this provision does not relate to advantages granted by either signatory to bordering countries or co-members of free trade zones or other regional economic groupings. Provision is made for an increasing proportion of Colombia's exports to Rumania to be composed of manufactured and semi-manufactured products.

The Rumanian Bank of Foreign Trade and the Banco de la Republica of Colombia will each open United States dollar accounts to be used for current payments between the two countries. Certain transactions may, however, be conducted outside the agreement in freely convertible exchange. The dollar accounts will be free of interest and charges. A mutual revolving credit, on which interest on excesses will be chargeable to the above accounts at the rate of 3 per cent annually, has been agreed for a maximum of US $3 million and the agreement provides that the countries' respective balances may be used in triangular transactions or for disposal to third parties.

A Mixed Commission is established to promote development of commercial relations and economic and technical assistance.

The agreement will remain in force up to December 31, 1970, and will be automatically extended for one-year periods, subject to termination by three months' notice by either party.

Economic and technical co-operation agreement

The agreement was signed on September 26 and provides for co-operation in the fields of industrialization and technical assistance, consisting of:

1. Provision to the Republic of Colombia of plant, machinery and industrial equipment manufactured in Rumania, particularly in the fields of mining, oil industry and agriculture or in any other activity deemed desirable by the Colombian party.
2. Economic and technical studies and research programmes, technical know-how and the required technical assistance for the development of agreed activities under point 1 above.
3. Exchange of specialized personnel.
4. Any other form of economic and technical co-operation as mutually agreed.

Any payments for transactions under these provisions are to be channelled through the accounts set up under the Trade and Payment Agreement.

The agreement will remain in force until December 31, 1970, and will be automatically extended for one-year periods, subject to termination by three months' notice by either party.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2288).

France and India

THE FRENCH *Moniteur du Commerce International* of November 7 announced that a trade agreement for the development of the cotton textile trade was signed between France and India on April 24, 1968. The agreement is valid for a period of three years from October 1, 1967, and establishes the conditions and yearly ceiling amounts for imports into France of both cotton textiles and manufactured cotton articles.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Ecuador and Rumania

HM EMBASSY in Quito has recently obtained the text of a Payments Agreement between the Central Bank of Ecuador and the National Bank of the Socialist Republic of Rumania which was signed in Bucharest on October 10, 1967 and subsequently approved by the competent monetary authorities of each country earlier this year.

The agreement provides that the banks would open reciprocal accounts in United States dollars, free of interest and commission, to cover payments for: the export and import of raw materials or manufactured goods; commercial and banking expenses, such as interest and commission, involved in the export and import of the goods; and other payments agreed to by the two banks. In order to facilitate the operation of this agreement there would be set up a reciprocal and revolving interest-free credit of up to United States $1 million, excesses to be settled in freely convertible currency.

The agreement would be valid for a period of one year after its entry into force and renewed automatically for yearly periods, subject to three months notice by either party.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2288).

(*Continued on next page*)

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (*Addresses on page* 1447 *of November* 22 *issue.*)

France and Pakistan

THE FRENCH *Moniteur du Commerce International* of November 7 announced that a trade agreement for the development of the cotton textile trade was signed between France and Pakistan on August 8, 1968. The agreement is valid for a period of three years from October 1, 1967, and establishes the conditions and yearly ceiling amounts for imports into France of both cotton textiles and manufactured cotton articles.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Italy and Japan

THE ITALIAN MINISTER for Foreign Trade announced in a circular dated September 24 that a trade agreement was signed in Tokyo by the Italy-Japan Commission on August 9, 1968. Under the agreement, which covers the period from October 1, 1968 to September 30, 1969, Italy extends liberalization to 39 groups of commodities from January 1, 1969, and a further 19 groups before the end of 1969. For those imports still subject to restrictions quotas have been opened, valid from October 1, 1968 to September 30, 1969.

Japan has opened new quotas, amounting to $7.2 million, on imports from Italy and will liberalize imports of commodities under 13 headings from January 1, 1969 and a further three before the end of 1969.

The text of the agreement (in Italian), including complete lists of goods liberalized and restricted, is available in Export Services Branch (Tariff Section), Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467).

Peru and Czechoslovakia

THE BRITISH EMBASSY in Lima has reported the signature on October 31, of a trade agreement between Peru and Czechoslovakia. The agreement, entitled the Acta de Lima, was signed on the occasion of a visit to Peru by an eight-man mission led by the Director General of the Czech Ministry of Foreign Trade.

The agreement states that the Czechoslovak Government will encourage the import of Peruvian primary products, semi-manufactured and manufactured goods and that Peru will do likewise for machinery and capital equipment from Czechoslovakia. It affirms Czechoslovakia's interest in selling to Peru heavy electrical machinery plant for the manufacture of tractors, buses and motorcycles, and equipment for the petroleum, mining and other basic industries. Trade is to be carried out in freely convertible currency at world prices. The Czechoslovaks have offered a credit of 6 million dollars to the Peruvian Government tied to the purchase of Czechoslovak goods.

In the technical assistance field the Czechoslovaks have expressed their willingness to collaborate on technical and economic studies and have offered to assist in geological surveys and mineral exploitation.

Although no further information is at present available any inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2288).

WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £3.

Lloyds Australian and New Zealand Trade Register 1968
Price: £7.10.0d. + post
Nordisk Handelskalender 1968/69 Edn.
Price: £7.10.0d. + post
(*Key to Scandinavia*)

We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details.

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

Underground stations and bus terminals, airports and shopping centres were the focus of a concentrated drive for Atlas Lighting products mounted by Svenska Thorn AB, Thorn Electrical Industries' Swedish subsidiary, recently. During the 14-day campaign over 1,200 stores of the Pressbyran, the largest retail group in Sweden, displayed Atlas flags and posters. The promotion was supported by advertising Atlas products in leading newspapers and posters in major public places.

Hints to businessmen visiting the Lower Gulf States

A NEW EDITION of the booklet on The Lower Gulf States (Bahrain, Qatar, The Trucial States, Muscat and Oman) has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this area on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

FILMS FOR EXPROTERS

THE Board of Trade has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

James Busby

was appointed first Resident of New Zealand in 1833

Isn't it time you took advantage of it?

One of Busby's jobs was to protect British commerce. Owing to insufficient magisterial powers, he was not very successful. But British commerce did survive and eventually flourish as demonstrated by the quantity of British goods in New Zealand shops today. However, New Zealand is still in need of various manufactured goods from Britain and other countries overseas, to maintain one of the highest standards of living in the world. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts; on all manner of useful facts and figures. All this information we will gladly pass on—to your trading benefit.

Why not get in touch with us here in London? Just for a start, we'll let you have a copy of our important periodical *Review of the Economic Situation in New Zealand.*

The National Bank
OF NEW ZEALAND LIMITED
Our London Address: 8 Moorgate EC2 (Tel: 01-606 8311)

Managements with an eye to next year's figures are reading this month's DESIGN magazine

DESIGN, the only magazine to give independent and authoritative comment over the whole field of industrial and environmental design.

Could DESIGN help your figures too?

Articles in next month's issue include: Design for under fives ... A feature on space furniture ... A discussion of the new passenger terminal building at Schiphol Airport ... An appraisal of the Handley Page Jetstream

☐ Please send me a specimen copy of DESIGN

☐ Accept my order for a subscription to DESIGN magazine commencing issue _____ and invoice at 66s for 12 issues (overseas 82s)

name _____

firm _____

address _____

The Circulation Manager DESIGN Magazine Council of Industrial Design 28 Haymarket SW1

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757 Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(233/68) Switchboard, Telegraph and Telex Centre Extension for Ministry of Posts and Telecommunications. January 31, 1969. E.S.B. 44092/68.

ANGOLA

(232/68) Electrical and Radio Equipment for Municipality of Sa De Bandeira. December 27. E.S.B. 43790/68.

(231/68) Frequency Modulation Equipment for Plano de Radiodifusao de Angola. January 14, 1969. E.S.B. 43754/68.

ARGENTINA

(229/68) Pumps for Agua y Energia Electrica. December 23. E.S.B. 43656/68.

(233/68) Copper Bars and Cathodes for Ministerio de Defensa. December 12. E.S.B. 44093/68.*

Servicios Electricos del Gran Buenos Aires:

(229/68) Communications Equipment. December 12. E.S.B. 43660/68.

(230/68) Transformers. December 10. E.S.B. 43661/68.*

(230/68) Pumping Equipment. December 10. E.S.B. 43662/68.*

(230/68) Voltmeters. December 12. Tender documents now available. E.S.B. 43663/68.

AUSTRALIA

(232/68) Insulators for Brisbane City Council. December 13. E.S.B. 43794/68.*

Cairns Regional Electricity Board:

(229/68) Air Conditioning Units. December 11. E.S.B. 43687/68.

(229/68) Switchgear. January 8, 1969. E.S.B. 43688/68.

(232/68) Rail Wagons for Commonwealth Railways. December 17. E.S.B. 43795/68.

(231/68) Drilling Machines for District Contract Board. (Further Information.) Tender documents now available. E.S.B. 42955/68.*

(229/68) Circuit Breakers, Transformers, Compressed Air Plant for Electricity Commission of New South Wales. January 13, 1969. E.S.B. 43625/68.*

(232/68) Pumps for Gladstone Town Council. (Further Information.) Tender documents now available. E.S.B. 42492/68.*

(231/68) Radio Control Equipment for Melbourne and Metropolitan Board of Works. (Further Information.) Tender documents now available. E.S.B. 42957/68.*

(232/68) Construction of School for National Capital Development Commission. December 17. E.S.B. 44006/68.

(229/68) Load Shedding Relays for Northern Electric Authority of Queensland. January 2, 1969. E.S.B. 45690/68.*

(229/68) Speed Drive Test Set for Office of the Agent General for Queensland, London, W.C.2. (Closing date not known. E.S.B. 43676/68.*

Stabilized steel strand produced at the Cardiff works of GKN Somerset Wire Ltd., has been ordered by Chile for use in the construction of the new £1¼ million Bio Bio bridge. The Chilean order is for 650 tons of the strand – worth about £70,000. The bridge, designed to replace one that was partially destroyed by earthquake in 1960, will be one of the largest in the South American continent. It is to be constructed of reinforced and prestressed concrete and will consist of some 70 spans of 33 metres. The strand is required for strengthening the spans.

State Electricity Commission of Victoria:

(231/68) Switchgear. (Further Information.) Tender documents now available. E.S.B. 42953/68.*

(232/68) Switchgear. December 16. E.S.B. 43791/68.*

(232/68) Construction of Electric Terminal Station. January 13, 1969. E.S.B. 43793/68.

(230/68) Light Signals for Victorian Railways. January 8, 1969. E.S.B. 43706/68.*

BARBADOS

(232/68) Steel Framed Buildings for Barbados Development Board. December 14. E.S.B. 43786/68.*

BELGIUM

HQ Command, SHAPE:

(231/68) Plywood. December 17. E.S.B. 43766/68.*

(232/68) Timber. December 17. E.S.B. 43767/68.*

(232/68) National Flags. December 12. E.S.B. 43800/68.*

BRAZIL

(230/68) Hydraulic Turbines for Central Electrica de Furnas SA. (Pre-qualication.) January 2, 1969. E.S.B. 43709/68.

BURMA

Mineral Development Corporation:

(228/68) Pipes and Fittings. December 31. E.S.B. 43257/68.*

(228/68) Workshop Equipment and Tools. December 31. E.S.B. 43258/68.*

(228/68) Tyres and Tubes. December 31. E.S.B. 43259/68.*

(228/68) Laboratory Equipment. December 31. E.S.B. 43260/68.*

(228/68) Geophysical Equipment. December 31. E.S.B. 43263/68.*

(228/68) Electrical Equipment; Tools. December 31. E.S.B. 43264/68.*

(228/68) Locomotive Battery Charger. December 31. E.S.B. 43265/68.*

(228/68) Geological Equipment. December 31. E.S.B. 43266/68.*

(228/68) Welding Equipment. December 31. E.S.B. 43267/68.*

(228/68) Packing Materials. December 31. E.S.B. 43268/68.*

(228/68) Fire Fighting Pump. December 31. E.S.B. 43269/68.*

(228/68) Locomotives; Tipping Wagons. December 31. E.S.B. 43270/68.*

(228/68) Woodworking Machinery. December 31. E.S.B. 43273/68.*

Myanma Export Import Corporation:

(229/68) Contractors Plant. December 16. E.S.B. 43261/68.*

(229/68) Lifting Equipment. December 31. E.S.B. 43262/68.*

(229/68) Drilling Equipment. December 31. E.S.B. 43271/68.*

(229/68) Steel Pipe. January 8, 1969. E.S.B. 43276/68.*

(232/68) Asbestos Metallic Ribbon. December 11. E.S.B. 44015/68.*

(232/68) Pipe Fittings. December 15. E.S.B. 44024/68.*

(232/68) Diamond Bort. December 11. E.S.B. 44017/68.*

(232/68) Pipes and Fittings. December 15. E.S.B. 44019/68.*

(232/68) Couplings. December 15. E.S.B. 44021/68.*

(232/68) Liquorice Juice. December 11. E.S.B. 44016/68.*

(228/68) Pneumatic Loader. December 31. E.S.B. 43272/68.*

(228/68) Bearings, Bearing Materials; Soldering Lead. December 31. E.S.B. 43274/68.*

Paper Factory and Chemical Industries Board:

(232/68) Press Felt and Canvas. December 31. E.S.B. 44029/68.*

(232/68) Wire. December 31. E.S.B. 44028/68.*

(233/68) Chemicals. December 31. E.S.B. 44027/68.*

People's Footwear Factory (IDC):

(228/68) Footwear Production Machinery. January 31, 1969. E.S.B. 43283/68.

(228/68) Sewing Thread. January 31, 1969. E.S.B. 43284/68.*

People's Oil Industry:

(228/68) Insert Pumps. January 6, 1969. E.S.B. 43275/68.*

(228/68) Miscellaneous Equipment. January 7, 1969. E.S.B. 43277/68.*

(228/68) Rods, Clamps. January 6, 1969. E.S.B. 43279/68.*

(228/68) Belting. December 15. E.S.B. 43282/68.

(228/68) Drilling Equipment. January 7, 1969. E.S.B. 43278/68.*

(228/68) Petrol Pump Spare Parts. December 15. E.S.B. 43281/68.*

(232/68) Flanges. December 15. E.S.B. 44018/68.*

(232/68) Padlocks. December 15. E.S.B. 44020/68.*

(232/68) Stopcocks. December 15. E.S.B. 44025/68.*

(233/68) Valves and Accessories. December 15. E.S.B. 44023/68.*

People's Pearl and Fishery Board:

(232/68) Dental Foot Engine Spares; Spear Gun and Felt Tip Pens. December 26. E.S.B. 44030/68.*

(232/68) Nylon Underwear. December 26. E.S.B. 44031/68.*

Union of Burma Railway Board:

(230/68) Springs for Locomotives. (Further Information.) Tender documents now available. E.S.B. 41843/68.*

(232/68) Hand Tools. (Further Information.) E.S.B. 42101/68.*

(232/68) Sanitary Ware. January 9, 1969. E.S.B. 44032/68.*

(232/68) Reversing Screw and Nut. January 9, 1969. E.S.B. 44034/68.*

(232/68) Pipe Fittings. January 2, 1969. E.S.B. 44038/68.*

(232/68) Sockets, Nipples, Heads. January 6, 1969. E.S.B. 44039/68.*

(233/68) Vacuum Chamber and Piston Rods. January 13, 1969. E.S.B. 44035/68.*

(233/68) Ball and Roller Bearings. January 9, 1969. E.S.B. 44036/68.*

(233/68) Pipes and Fittings. December 26. E.S.B. 44037/68.*

(233/68) Communication Apparatus Parts. January 9, 1969. E.S.B. 44033/68.*

CANADA

(231/68) Load Tap Changing Transformers for Manitoba Hydro Electric Board. December 19. E.S.B. 43768/68.*

(232/68) Crane for National Harbours Board. January 9, 1969. E.S.B. 43777/68.

---

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments' summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident or firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143 AB: Bothillgate Ldn.), mentioning the products or countries of special interest to you.

CEYLON

(233/68) Gunny Bags for Department of Agrarian Services. December 20. E.S.B. 44086/68.
(233/68) Conveyors or Stackers for Port (Cargo) Corporation. December 15. E.S.B. 44083/68.
State Engineering Corporation of Ceylon:
(233/68) Steel. December 21. E.S.B. 44084/68.
(233/68) Electrical Laboratory Instruments. December 16. E.S.B. 44085/68.

COSTA RICA

(233/68) Transformer for Junta Administration del Servicio Electrico Municipal de Heredior. January 6, 1969. E.S.B. 44074/68.*
Proveeduria Nacional:
(233/68) Passport Books. December 12. E.S.B. 44072/68.*
(233/68) Screws, Bolts and Nuts. December 11. E.S.B. 44075/68.*
(233/68) Milling Cutters. December 12. E.S.B. 44076/68.*

CYPRUS

Electricity Authority of Cyprus:
(229/68) Cables. December 31. E.S.B. 43650/68.*
(233/68) Construction of Power Station Extension. December 17. E.S.B. 43703/68.

ECUADOR

(233/68) Road Maintenance Equipment for Ministerio de Obras Publicas. January 8, 1969. E.S.B. 44079/68.*

GREECE

(229/68) Agricultural Machinery for Ministry of Commerce. December 13. E.S.B. 43554/68.
(231/68) Egg Testing Equipment for Ministry of Commerce. December 20. E.S.B. 43751/68.*
(232/68) Mornos River Project for Ministry of Public Works. January 8, 1969. E.S.B. 1547/68.*
Public Power Corporation:
(229/68) Hydrants. December 23. E.S.B. 43672/68.
(232/68) Hand Tools. December 12. E.S.B. 43757/68.
(232/68) Station Wagon. December 30. E.S.B. 43756/68.

HONG KONG

Tender Board:
(231/68) Aluminium Sheets. December 13. E.S.B. 43749/68.*
(231/68) Domestic Refrigerators. December 20. E.S.B. 43750/68.*

INDIA

Bhabha Atomic Research Centre:
(230/68) Balance. (Further Information.) E.S.B. 42421/68.*
(230/68) Test Unit. (Further Information.) Tender documents now available. E.S.B. 42427/68.*
(230/68) Oscilloscope. (Further Information.) Tender documents now available. E.S.B. 42436/68.*
(230/68) Silicon Surface Barrier Detector. (Further Information.) Tender documents now available. E.S.B. 42437/68.*
(230/68) Pulse Generator. (Further Information.) Tender documents now available. E.S.B. 42428/68.*
(230/68) Spectrometer. (Further Information.) Tender documents now available. E.S.B. 42426/68.*
(230/68) Analyzer Core. (Further Information.) Tender documents now available. E.S.B. 42434/68* and 42435/68.*
(230/68) Cyclosizer. (Further Information.) Tender documents now available. E.S.B. 42432/68.*
(230/68) Spectrometer. (Further Information.) Tender documents now available. E.S.B. 42431/68.*
(230/68) Temperature Recorder. (Further Information.) Tender documents now available. E.S.B. 42457/68* and 42458/68.*
(230/68) Strip Chart Recorder. (Further Information.) Tender documents now available. E.S.B. 42456/68.*
(230/68) Rectifier Set. (Further Information.) Tender documents now available. E.S.B. 41312/68.*
(230/68) Recorder. (Further Information.) Tender documents now available. E.S.B. 42455/68.*
(230/68) Parallel Printer. (Further Information.) Tender documents now available. E.S.B. 42417/68.*
(230/68) Vibrator Jig. (Further Information.) Tender documents now available. E.S.B. 42419/68.*
(230/68) Tally Perforator. (Further Information.) Tender documents now available. E.S.B. 42418/68.*
(230/68) Filters. (Further Information.) Tender documents now available. E.S.B. 42420/68.*
(230/68) Purgemeter. (Further Information.) Tender documents now available. E.S.B. 42423/68.
(230/68) Stainless Steel Pipes. (Further Information.) Tender documents now available. E.S.B. 42446/68.*
(230/68) Pan Culdoscope (Sic). (Further Information.) Tender documents now available. E.S.B. 42433/68.*
(230/68) Scintillation Camera System. (Further Information.) Tender documents now available. E.S.B. 42429/68.*
(230/68) Torsion Magnetometer. (Further Information.) Tender documents now available. E.S.B. 42424/68.*
(230/68) Germanium Detector. (Further Information.) Tender documents now available. E.S.B. 42438/68.*
(233/68) Oxygen Receivers and Equipment for Bokaro Steel Ltd. (Further Information.) E.S.B. 41335/68.
Directorate-General of Supplies and Disposals:
(233/68) Grinding and Lapping Machine. December 18. E.S.B. 44048/68.*
(233/68) Sand Coolers. January 3, 1969. E.S.B. 44047/68.*
(233/68) Open Hearth Door Hose for Hindustan Steel Ltd. (Further Information.) Tender documents now available. E.S.B. 42177/68.*
(232/68) Workshop and Testing Equipment for Hindustan Cables Ltd. (Further Information.) Tender documents now available. E.S.B. 30830/68.*
Indian Supply Mission:
(229/68) Aluminium Bars. December 30. E.S.B. 43651/68.
(229/68) Grinding Machine. December 16. E.S.B. 43652/68.
(229/68) Sand Pump Installation for Madras State Electricity Board. (Further Information.) The closing date has been further postponed to December 18. E.S.B. 30083/68.*
(229/68) Iso Propyl Ether for Neyveli Lignite Corporation. December 12. E.S.B. 43672/68.

IRAQ

(230/68) Paper for Central Foreign Purchasing Board. December 18. E.S.B. 43712/68.*
Iraqi Ports Administration:
(230/68) Safety Equipment. (Further Information.) Tender documents now available. E.S.B. 42314/68.*
(230/68) Welding Rods. (Further Information.) Tender documents now available. E.S.B. 42315/68.*
Ministry of Defence:
(230/68) Cotton Shirts. December 28. E.S.B. 43714/68.*
(230/68) Photographic Equipment. December 24. E.S.B. 43716/68* and 43718/68.*
(230/68) Sink Unit. December 24. E.S.B. 43715/68.*
(230/68) Medical. December 24. E.S.B. 43726/68.*
Ministry of Finance:
(230/68) Wireless Sets. January 8, 1969. E.S.B. 43713/68.*
(230/68) Oxygen Cylinders. December 19. E.S.B. 43723/68.
(232/68) Electrical Project for Ministry of Municipal and Rural Affairs. (Further Information.) Tender documents now available. E.S.B. 41136/68.*
Ministry of Oil and Minerals:
(230/68) Truck. December 17. E.S.B. 43725/68.
(230/68) Dozer Hydraulic Angle. December 14. E.S.B. 43729/68.
(230/68) Chemical Powder, Liquid Foam. (Further Information.) Tender documents now available. E.S.B. 42309/68.*
(230/68) Heating Unit. December 24. E.S.B. 43732/68.
(230/68) Cranes for National Electricity Administration. December 17. E.S.B. 43730/68.
(230/68) Water Pumps and Accessories for National Leather Industries Co. (Nat.). December 30. E.S.B. 43727/68.
(230/68) Air Conditioning Plant for State Organization of Industry. December 15. E.S.B. 43734/68.

IRISH REPUBLIC

(233/68) Fire Engines for Cavan County Council. January 10, 1969. E.S.B. 44057/68.
(233/68) Trucks, Tractors, Rollers for Kildare County Council. December 11. E.S.B. 44056/68.
Waterford Health Authority:
(233/68) Pumping Equipment. December 12. E.S.B. 44053/68.
(233/68) Water Softening Plant. December 12. E.S.B. 44054/68.
(233/68) Water Supply Improvement Scheme. December 12. E.S.B. 44055/68.

KOREA

(233/68) Tampers for Office of Supply. December 14. E.S.B. 44041/68.*

LEBANON

(228/68) Construction of Piping System for L'Office National du Litani (Pre-qualification Information.) December 16. E.S.B. 43634/68.*

MALAGASY, REPUBLIC OF

(230/68) Agricultural Supplies for Centrale d'Equipement Agricole. December 30. E.S.B. 43621/68.*

MALAYSIA

(230/68) Irrigation Works; Construction Works for Ministry of Agriculture and Co-operatives. December 26. E.S.B. 43701/68.*
(232/68) Palm Oil Processing Plant for State Timber Board. The closing date has been postponed to February 3, 1969. E.S.B. 36477/68.

MALTA

Treasury:
(232/68) Kitchen Equipment. December 19. E.S.B. 43773/68.*
(232/68) Automobile Engineering Machinery. December 19. E.S.B. 43774/68.*
(232/68) Crockery; Cutlery; Glassware; Stainless Steel Ware. December 19. E.S.B. 43775/68.

MEXICO

Mexican Federal Electricity Commission:
(233/68) Transformers; Lightning Arresters. January 3, 1969. E.S.B. 44081/68.*
(233/68) Water Pumps. January 6, 1969. E.S.B. 44045/68.*
(233/68) Feed Pumps. January 8, 1969. E.S.B. 44044/68.*

MOROCCO

(230/68) Consultancy Services for R.A.T.C. December 15. E.S.B. 43707/68.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(228/68) Suspension Springs. December 13. E.S.B. 43247/68.*
(229/68) Crane Spare Parts. December 16. E.S.B. 43645/68.
(229/68) Iron Plates and Bolts. December 13. E.S.B. 43639/68.
(229/68) Telephone Material; Electrical Equipment; Workshop Equipment. December 17. E.S.B. 43641/68.
(229/68) Automotive Equipment: Batteries; etc. December 16. E.S.B. 43642/68.
(229/68) Railway Wagon Spares. December 12. E.S.B. 43646/68.
(229/68) Tools; Workshop Equipment. December 19. E.S.B. 43649/68.*
(229/68) Vehicle Lift Spare Parts and Vehicle Spare Parts. December 12. E.S.B. 43250/68* and 43251/68.*
(229/68) Iron. December 11. E.S.B. 43252/68.*
(229/68) Wharf Machinery Spare Parts. December 20. E.S.B. 43647/68.*

NEW ZEALAND

General Post Office:
(229/68) Transmission Equipment. January 23, 1969. E.S.B. 43637/68.*
(229/68) Pocket Paging System. December 16. E.S.B. 43636/68.*

(Continued on next page)

Checking a gear wheel of a Lister Blackstone 1,600 bhp twin bank diesel engine bound for Australia. The engine is part of an order worth $A231,994 for two fully automatic 1,085 kW alternator sets to provide emergency power for Tulla Marine International Airport, Victoria. The sets are being built at the Stamford, Lincs., works of Blackstone & Co. Ltd., a Hawker Siddeley company.

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also **PRESS PAPERS FOR CLOTH FINISHING**
B. S. & W. WHITELEY LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephone: ARTHINGTON 2121 • TELEX 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

(229/68) Washers. January 22, 1969. E.S.B. 43638/68.*
(232/68) Wire. January 24, 1969. E.S.B. 43788/68.*

PARAGUAY

(232/68) Port Equipment for Administration Nacional de Navegacion y Puertos. The closing date has been postponed to January 15, 1969. E.S.B. 8516/66.*

SAUDI ARABIA

(232/68) Testing Apparatus for Public Works Department. January 30, 1969. E.S.B. 43762/68.

SIERRA LEONE

(233/68) Construction of Power Station Civil Works for Sierra Leone Electricity Corporation. December 12. E.S.B. 43241/68.

SINGAPORE, REPUBLIC OF

(232/68) Automatic Telegraph Numbering Equipment for Director of Telecommunications. December 27. E.S.B. 43799/68.*

SOUTH AFRICA, REPUBLIC OF

(232/68) Laundry Plant for Cape Provincial Tender Board. The closing date has been postponed to December 6 and tenders shall hold good until February 28, 1969. E.S.B. 36790/68.*
State Tender Board:
(233/68) Boring Machines. December 19. E.S.B. 44062/68.*
(233/68) Pneumatic Rammers. December 12. E.S.B. 44065/68.*
(233/68) Transformers. December 12. E.S.B. 44064/68.*
(233/68) Meters. December 12. E.S.B. 44063/68.*
(233/68) Crawler Tractors. December 19. E.S.B. 44069/68.*
(233/68) Oscillators. December 12. E.S.B. 44067/68.*

SPAIN

(229/68) Dredger for Ministerio de Obras Publicas. January 22, 1969. E.S.B. 43685/68.

SYRIAN ARAB REPUBLIC

(229/68) Cement Plant Equipment for Union of Mechanical and Chemical Industries. January 31, 1969. E.S.B. 43677/68.

TAIWAN

Central Trust of China:
(229/68) Diesel Engines. December 17. E.S.B. 43206/68.*
(229/68) Railway Signal System. January 30, 1969. E.S.B. 43214/68.*
(229/68) Railway Wagons. January 6, 1969. E.S.B. 43207/68.*
(229/68) Hospital Furniture. December 30. E.S.B. 43665/68.*
(232/68) Radio Receiver. December 23. E.S.B. 43781/68.*
(232/68) Gauge Block. December 31. E.S.B. 43782/68.*
(232/68) Tachometer. December 29. E.S.B. 43783/68.*
(232/68) Filter Cloth. December 19. E.S.B. 43763/68.*
(232/68) Milling Machines. December 23. E.S.B. 43780/68.*
(232/68) Chemical Plant Instruments. December 23. E.S.B. 43784/68.*

TANZANIA

(229/68) Electrical Equipment for Central Tender Board. December 13. E.S.B. 43240/68.

THAILAND

(230/68) Aluminium Conductor for Metropolitan Electricity Authority. January 6, 1969. E.S.B. 43704/68.*

TURKEY

(231/68) Pumping Station Equipment for Devlet Su Isleri Genel Mudurlugu. (Further Information.) Closing date postponed to December 16. E.S.B. 38061/68.*
(233/68) Compactors for P.T.T. Genel Mudurlugu. December 26. E.S.B. 44003/68.*
(232/68) Heat Treatment Salts for State Railways Administration. December 11. E.S.B. 44001/68.*

UNITED ARAB REPUBLIC (EGYPT)

(230/68) Aerial Spraying for Ministry of Agriculture. (Further Information.) E.S.B. 42989/68.

URUGUAY

(229/68) Colourant for ANCAP. December 19. E.S.B. 43664/68.*

VIETNAM

Industrial Development Centre:
(229/68) Paint Manufacturing Plant and Equipment. December 30. E.S.B. 43239/68.*
(230/68) Plastic Products Manufacturing Equipment. December 20. E.S.B. 43694/68.*

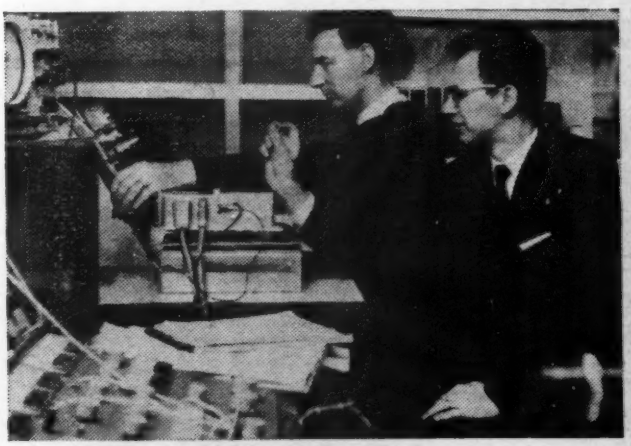
ZAMBIA

(229/68) Sera and Vaccines for Central Supply and Tender Board. December 30. E.S.B. 43666/68.*

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368, or Telex No. 886143).



Mr. J. L. Kerby (left) test engineer of English Electric Valve Company Limited, Chelmsford, Essex, demonstrating electrostatic focusing vidicon TV camera tubes to Mr. T. F. K. Braeckman of SAIT Electronics, Belgium, during his recent visit to the EEV Chelmsford works. Supplied to the Belgian sugar refineries, Raffinerie Tirlemontoise, this liquid sugar tanker (right) was built by W. P. Butterfield (Engineers) Limited, of Shipley, Yorkshire, in close collaboration on design and development with the northern engineering department of Tate & Lyle Transport Limited. The payload of the tank is 1,450 gallons.

Robert Hough

WASTE PAPERS • ALL TEXTILE WASTES
RAGS • ROPES • JUTE • FLAX • HEMP
SISAL • MANILA • COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: **01-987 5632/5**
Telex No.: **21372**
Cables:
PAPERSTOCK, LONDON, E.14

and at **TEMPLE MILL • MARLOW • BUCKS • Tel: MARLOW 4488**

RH
ESTABLISHED
1860

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED • MANUFACTURERS & PROCESSORS • IMPORTERS & EXPORTERS

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ltd.). at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Afghanistan
(228/68) Manufacture under licence – pump engine components. E.S.B. 41747/68.
(229/68) Inquiry for viscose rayon yarn and fibre. E.S.B. 42637/68.

Algeria
(229/68) Agency inquiry for printing machines and paper. E.S.B. 42545/68.

Australia
(230/68) Agency inquiry for electronic instruments and components; telecommunications equipment and components. E.S.B. 41736/68.
(232/68) Agency inquiry for fillers and anti-oxidants for rubber industry. E.S.B. 42643/68.
(230/68) Inquiry for nylon fabric. E.S.B. 42697/68.
(231/68) Inquiry for clothing and accessories; nautical giftware. E.S.B. 43107/68.
(232/68) Inquiry for infra-red and volume alarms. E.S.B. 42619/68.

Australia – Waiver of British Preference
(228/68) Inquiry for co-axial terminations. E.S.B. S/131/68.
(228/68) Inquiry for petroleum resin. E.S.B. S/133/68.
(228/68) Inquiry for staple making machine. E.S.B. S/132/68.
(231/68) Inquiry for crossed pointer instruments. E.S.B. S/134/68.
(231/68) Inquiry for insulators. E.S.B. A/107/68.
(231/68) Inquiry for transmission belts. E.S.B. P/4/68.
(231/68) Inquiry for tyres. E.S.B. P/5/68.
(232/68) Inquiry for insulators. E.S.B. A/108/68.

Austria
(229/68) Agency inquiry for shrink film wrappings. E.S.B. 30752/68.
(233/68) Agency inquiry for raw wool and noils; yarns. E.S.B. 42084/68.
(230/68) Inquiry for blind cords and ribbons. E.S.B. 42679/68.
(232/68) Inquiry for gelatine. E.S.B. 43390/68.
(232/68) Manufacture under licence – process control and automation equipment. E.S.B. 41502/68.
(233/68) Inquiry for frozen meats. E.S.B. 43416/68.
(233/68) Inquiry for teats for babies dummies. E.S.B. 40704/68.

Bahamas
(229/68) Inquiry for air ejectors. E.S.B. 42680/68.

Bahrain
(231/68) Inquiry for paper converting machinery. E.S.B. 41731/68.

Belgium
(230/68) Agency inquiry for household paper ware. E.S.B. 42840/68.

Bolivia
(228/68) Inquiry for photographic block making machine; printing press. E.S.B. 42650/68.
(229/68) Inquiry for boardmaking machinery. E.S.B. 42693/68.

British Honduras
(230/68) Agency inquiry for paint. E.S.B. 42618/68.

Canada
(228/68) Agency inquiry for books; gift wrappings; stationery items. E.S.B. 42287/68.
(228/68) Agency inquiry for intercommunication and public address equipment; office machinery and equipment. E.S.B. 42064/68.
(229/68) Agency inquiry for first-aid kits; glassware. E.S.B. 42504/68.
(230/68) Agency inquiry for computer equipment and accessories. E.S.B. 42503/68.
(228/68) Inquiry for plastic magnetic strip. E.S.B. 42279/68.
(228/68) Manufacture under licence – conveying machinery and equipment; grain processing machinery and equipment; pollution control systems; storage containers. E.S.B. 40790/68.
(229/68) Inquiry for hollow reinforcing bars. E.S.B. 42562/68.
(229/68) Inquiry for oil extraction plant. E.S.B. 42657/68.
(230/68) Inquiry for heat exchangers; lubrication systems; refiners; traps; valves. E.S.B. 42238/68.
(231/68) Inquiry for steel bars. E.S.B. 40914/68.
(232/68) Inquiry for rubber cove base products. E.S.B. 43108/68.

Cambodia
(229/68) Agency inquiry for pipes. E.S.B. 42620/68.

Ceylon
(232/68) Agency inquiry for suphuric acid. E.S.B. 42574/68.
(229/68) Inquiry for meat mincer. E.S.B. 42682/68.
(233/68) Inquiry for canning machinery; food processing machinery. E.S.B. 43343/68.

Costa Rica
(229/68) Inquiry for cement making plant. E.S.B. 42633/68.

Denmark
(232/68) Inquiry for hose and hose couplings. E.S.B. 42251/68.
(233/68) Agency inquiry for yarns. E.S.B. 42663/68.

El Salvador
(231/68) Industrial Development Projects. E.S.B. 43023/68.

Finland
(229/68) Agency inquiry for hydraulic accumulators; motors and pumps; oil filters. E.S.B. 41490/68.
(229/68) Agency inquiry for valves. E.S.B. 42814/68.
(230/68) Agency inquiry for packing and wrapping machinery; tablet making machinery; valves. E.S.B. 42891/68.
(230/68) Inquiry for steel and copper wire. E.S.B. 38849/68.
(231/68) Inquiry for bottles. E.S.B. 42207/68.
(231/68) Inquiry for cable. E.S.B. 41434/68.

France
(228/68) Inquiry for power supply equipment. E.S.B. 42269/68.
(229/68) Inquiry for copper tubing. E.S.B. 42652/68.
(229/68) Inquiry for steel spring forks manufacturing machinery. E.S.B. 41552/68.
(230/68) Inquiry for knitwear. E.S.B. 41756/68.
(231/68) Manufacture under licence – beating mills and ancillary equipment. E.S.B. 42667/68.
(232/68) Inquiry for filaments. E.S.B. 42484/68.
(233/68) Inquiry for shaping and sharpening machines. E.S.B. 42268/68.

Germany, Federal Republic of
(229/68) Agency inquiry for kneading machines. E.S.B. 41649/68.
(231/68) Agency inquiry for lace. E.S.B. 42036/68.
(232/68) Agency inquiry for automatic garage door mechanisms; plastic garage doors; sealing compounds. E.S.B. 43184/68.
(229/68) Inquiry for cheese. E.S.B. 42677/68.
(232/68) Inquiry for coats; knitwear; shirting materials; socks. E.S.B. 42877/68.
(233/68) Manufacture under licence – hose coupling. E.S.B. 41701/68.

Greece
(229/68) Agency inquiry for suitings. E.S.B. 18682/68.
(230/68) Agency inquiry for textiles. E.S.B. 42856/68.

Guatemala
(229/68) Agency inquiry for leather articles; smokers' requisites. E.S.B. 41722/68.
(229/68) Inquiry for nylon filament plant; tyre manufacturing plant. E.S.B. 42294/68.

Guyana
(230/68) Agency inquiry for hardware; shoes; textiles; foodstuffs; furnishing fabrics; tropical clothing. E.S.B. 15623/68.

Hong Kong
(232/68) Agency inquiry for shirt making machinery. E.S.B. 41035/68.
(228/68) Inquiry for mild steel sheet cuttings; steel wires, rods and plate cuttings. E.S.B. 42244/68.
(232/68) Inquiry for polysterene moulding compounds and resins. E.S.B. 43304/68.
(233/68) Inquiry for rayon satin fabric. E.S.B. 43308/68.

Iceland
(228/68) Devaluation of Icelandic Krona. C.R.E. 10626/G.

India
(229/68) Inquiry for steel strip. E.S.B. 43001/68.

Iran
(229/68) Inquiry in respect of electric cables; dam cooling and contraction joint; grout galvanized steel pipe. E.S.B. 42475/67.

Iraq
(229/68) Agency inquiry for water filtration plants; water tanks. E.S.B. 42096/68.
(232/68) Agency inquiry for woollen textiles. E.S.B. 39237/68.

Irish Republic
(232/68) Agency inquiry for furniture; furnishing fabrics; sandals; vinyl floor coverings. E.S.B. 43002/68.

Israel
(231/68) Agency inquiry for electronic components. E.S.B. 38228/68.
(232/68) Agency inquiry for analytical measuring instruments. E.S.B. 43051/68.
(229/68) Inquiry for educational aids. E.S.B. 39277/68.
(229/68) Inquiry for fabrics. E.S.B. 33483/68.
(230/68) Inquiry for valves. E.S.B. 43073/68.
(233/68) Inquiry in respect of construction of oil pier. E.S.B. 672/68.

Italy
(229/68) Agency inquiry for educational audio-visual aids. E.S.B. 41099/68.
(229/68) Agency inquiry for electrolytic copper. E.S.B 35589/68.
(229/68) Agency inquiry for optical and photographic instruments and equipment. E.S.B. 42516/68.
(229/68) Agency inquiry for surgical needles; transistorized voice aids. E.S.B. 42641/68.
(230/68) Agency inquiry for road and factory sweepers. E.S.B. 42528/68.
(232/68) Agency inquiry for chemistry, medical and pharmacological apparatus and equipment. E.S.B. 43122/68.
(232/68) Agency inquiry for fashion and novelty items; whisky; toys. E.S.B 43075/68.
(233/68) Agency inquiry for heating radiating plates. E.S.B. 43052/68.
(233/68) Agency inquiry for whisky. E.S.B. 42019/68.
(228/68) Inquiry for Sheffield plate; silverware. E.S.B. 42247/68.
(229/68) Inquiry for heliographic papers; micro-film equipment; reproduction machines; transferable lettering. E.S.B. 42248/68.
(231/68) Inquiry for chemicals. E.S.B. 43165/68.
(231/68) Inquiry for tolylene di-isocyanate. E.S.B 47759/68.
(232/68) Inquiry for electro-erosion machines; stamping machines. E.S.B. 41053/68.
(232/68) Inquiry for electronic instruments and components; steatite and porcelain products. E.S.B. 43171/68.
(232/68) Manufacture under licence – agency inquiry for drugs; chemists and drug store products; medicinal specialities; pharmaceutical products. E.S.B. 43148/68.
(232/68) Manufacture under licence – medicinal specialities. E.S.B. 42660/68.

Jamaica
(229/68) Inquiry for electronic door equipment. E.S.B. 42635/68.
(229/68) Inquiry for letterpress machines. E.S.B. 42656/68.

(Continued on next page)

†For further details of the 'Export Service Bulletin' see page 1494.

EXPORT IMPORT
CLEANING WASTE LIMITED.
FALKLAND ROAD, HARRINGAY, LONDON, N.8.
FOR ALL GRADES OF CLEANING RAGS, COTTON WASTE ETC.,
TELEPHONE: 01-340 3411

(229/68) Inquiry for linen E.S.B. 33486/68.
(231/68) Inquiry for microfilm and storage. E.S.B. 42670/68.
(232/68) Inquiry for horticultural chemicals. E.S.B. 40227/68.
(232/68) Inquiry for swimming pool equipment and supplies. E.S.B. 41732/68.

Japan
(228/68) Manufacture under licence – pharmaceuticals. E.S.B. 42045/68.

Jordan
(231/68) Inquiry for effervescent powders; medicinal salts; razor blades; shoe polishes. E.S.B. 37944/68.

Korea/Pakistan
(230/68) Trade Agreement. E.S.B. 1209/G.

Kuwait
(231/68) Agency inquiry for frozen foods. E.S.B. 42529/68.
(228/68) Inquiry for seawater pollution treatments. E.S.B. 41940/68.

Lebanon
(229/68) Agency inquiry for chemicals; yarns. E.S.B. 41092/68.

Liberia
(229/68) Inquiry for steel roller doors. E.S.B. 42518/68.

Malaysia
(232/68) Agency inquiry for costume jewellery; games; pouffes; rubber soles and heels; shoe leather; textiles; toys. E.S.B. 42587/68.

Malta
(229/68) Agency inquiry for biscuits; cake mixes; sweets. E.S.B. 40781/68.

Morocco
(232/68) Inquiry for teapots; trays. E.S.B. 43364/68.

Mozambique
(230/68) Agency inquiry for cosmetics; perfumery; pharmaceuticals. E.S.B. 35469/68.

New Zealand
(232/68) Inquiry for hessian cloth. E.S.B. 43127/68.

Nigeria
(228/68) Inquiry for chipboard making machinery. E.S.B. 42588/68.

North America
(232/68) Store buyers' visits. E.S.B. 4763/67.

Norway
(229/68) Agency inquiry for leather clothing. E.S.B. 39741/67.
(231/68) Agency inquiry for gloves; knitwear. E.S.B. 42600/68.
(232/68) Agency inquiry for fur coats. E.S.B. 14388/68.
(232/68) Agency inquiry for jewellery. E.S.B. 42263/68.
(230/68) Inquiry for bell pull end-pieces; braids; cuffs and jabots. E.S.B. 42669/68.

Pakistan
(231/68) Agency inquiry for chemical liquid; fire sprinkler equipment. E.S.B. 27903/68.
(228/68) Inquiry for agricultural machinery and grain silos. E.S.B. 41699/68.
(230/68) Inquiry for para-amino salicylic acid plant. E.S.B. 41269/68.

Peru
(232/68) Inquiry for handbag frames making machinery. E.S.B. 42285/68.

Poland/Norway
(229/68) Trade Agreement. E.S.B. 1209/G.

Portugal
(232/68) Agency inquiry for television sets. E.S.B. 11639/68.

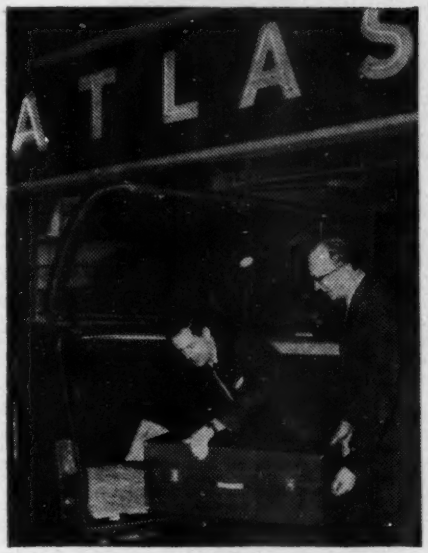
Saudi Arabia
(228/68) Agency inquiry for razor blades. E.S.B. 42271/68.
(229/68) Agency inquiry for brass bathroom fittings; domestic electrical equipment; insulation materials; paints; sanitaryware; tiles. E.S.B. 37967/68.
(233/68) Agency inquiry for building materials and fixtures. E.S.B. 42283/68.

Singapore
(229/68) Inquiry for crawler crane. Inquiry for steel ship-building materials. E.S.B. 42695/68.

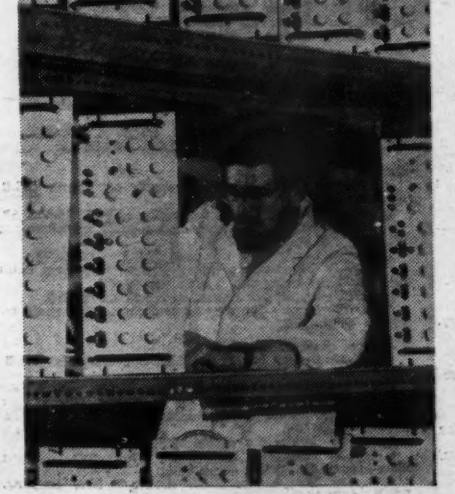
Somali Republic
(232/68) Inquiry for cargo handling equipment. E.S.B. 42674/68.

South Africa, Republic of
(230/68) Agency inquiry for chinaware; radio parts; screws. E.S.B. 34050/68.
(232/68 Agency inquiry for engineering; hardware; hand tools; machine tools. E.S.B. 32679/67.

Spain
(229/68) Inquiry for steel pipe manufacturing equipment. E.S.B. 42615/68.



Mr. Ralph Jones (right) and Barry Hollands loading the BLI Q-file demonstration 'Magic Box' which is being used to 'sell' the Q-file electronic lighting cue memory system to European television studios. The Q-file uses a computer to memorize and enact rehearsed lighting changes, but for demonstration purposes the function of the system is simulated by an actual control panel which is mounted in the demonstration 'box', and wired to respond to the operator's actions in a realistic fashion.



Lan-Electronics Limited, Slough, who export a large proportion of their production of electronic equipment to hospitals, universities, research establishments, clinics and technical colleges all over the world, are now housing many of their new products in BXL's Bondene PVC-clad aluminium. One of the latest Lan products to be clad in Bondene is an oscilloscope with a 25 in. screen – the largest in Europe – designed for lecture theatres and special purpose monitoring. Ancillary equipment consisting of remote control and supply units are also Bondene clad. Bondene was chosen for its durability, easily cleaned surface and for its excellent forming properties.

Sudan
(232/68) Inquiry for fire fighting equipment. E.S.B. 41244/68.

Sweden
(230/68) Agency inquiry for cotton, synthetic and wool piece-goods. E.S.B. 42894/68.
(233/68) Agency inquiry for carpet squares; rugs. E.S.B. 34070/68.
(230/68) Inquiry for control cables E.S.B. 42803/68.
(231/68) Inquiry for brass and bronze wire. E.S.B. 42682/67.
(231/68) Inquiry for furniture. E.S.B. 42258/68.
(233/68) Inquiry for steel tubing. E.S.B. 43178/68.

Switzerland
(230/68) Agency inquiry for household linen; skirts; terry towels. E.S.B. 29697/67.
(232/68) Agency inquiry for dresses. E.S.B. 43089/68.
(228/68) Inquiry for sandals; table napkins; toys. E.S.B. 41705/68.
(229/68) Inquiry for animal foodstuffs and additives. E.S.B. 6318/68.
(231/68) Inquiry for mohair yarn. E.S.B. 43161/68.
(231/68) Inquiry for smokers' requisites. E.S.B. 42097/68.
(232/68) Inquiry for china and earthenware; cutlery. (Further Information.) E.S.B. 39322/68.

Thailand
(232/68) Agency inquiry for liquid nitrogen; steel cylinders. E.S.B. 38478/68.

Trinidad/Tobago
(229/68) Agency inquiry for cosmetics; pharmaceutical specialities; toiletries. E.S.B. 40778/68.
(229/68) Agency inquiry for hobby kits. E.S.B. 42254/68.
(231/68) Agency inquiry for motor vehicles replacement parts. E.S.B. 42568/68.
(231/68) Agency inquiry for textile piece-goods. E.S.B. 41667/68.
(232/68) Agency inquiry for sweets. E.S.B. 43084/68.
(228/68) Inquiry for monosodium glutamate; packaging machinery; polythene. E.S.B. 42627/68.
(229/68) Inquiry for chemicals. E.S.B. 42634/68
(233/68) Inquiry for automatic peanut vending machines. E.S.B. 12997/68.

Uganda
(229/68) Agency inquiry for brake fluid; electrical appliances; motor car accessories; tools; tyres and tubes. E.S.B. 42222/68.
(229/68) Inquiry for coke. E.S.B. 42801/68.
(230/68) Inquiry for vehicle spare parts and accessories. E.S.B. 575/68.
(232/68) Inquiry for sports goods; sportswear. E.S.B. 43321/68.

United States of America
(229/68) Agency inquiry for chains and accessories; load binders; wood blocks; rope snatch blocks. E.S.B. 42579/68.
(228/68) Inquiry for precious and semi-precious stones; watches. E.S.B. 42034/68.
(229/68) Inquiry for bone chinaware; household linens; rugs; stoneware; silverplate. E.S.B. 41420/68.
(229/68) Inquiry for clamp nails. E.S.B. 42567/68.
(229/68) Mid West Trade Drive. E.S.B. 1216/G.
(230/68) Inquiry for filters; heat exchangers; valves. E.S.B. 42357/68.
(231/68) Inquiry for period tableware reproductions. E.S.B. 39601/68.
(232/68) Inquiry for clamps; hose and hose strainers. E.S.B. 43324/68.
(232/68) Inquiry for gloves. E.S.B. 43176/68.
(232/68) Inquiry for hose connections and couplings. E.S.B. 43187/68.
(232/68) Inquiry for small band saws. E.S.B. 41689/68.
(232/68) Manufacture under licence – Agency inquiry for laboratory scale plant. E.S.B. 41638/68.
(233/68) Inquiry for machine tools. E.S.B. 43439/68.

Yugoslavia
(230/68) Agency inquiry for domestic electrical appliances. E.S.B. 24312/68.
(230/68) Agency inquiry for motor vehicles; motor vehicle spares and accessories. E.S.B. 42638/68.
(232/68) Agency inquiry for domestic electrical equipment; kitchen equipment; telex equipment. E.S.B. 42810/68.

Zambia
(231/68) Inquiry for dyeing and finishing processes; warp knitting machines. E.S.B. 42592/68.
(231/68) Inquiry for lamps, shades and frames. E.S.B. 42057/68.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Telephone link in Malaysia

The Marconi Company has secured a £500,000 contract for the provision of a communications link to extend across the 400 miles of South China Sea dividing East and West Malaysia. The contract, awarded by the Telecommunications Department of the Malaysian Government, involves the installation of a two-way tropospheric scatter system to provide effective telephone and telegraph service between the two halves of Malaysia.

Ink markers for Europe

The Carter's Ink Company (G.B.) Limited of London have received orders from Europe totalling over 50,000 units of their Marks-a-Lot permanent ink, and Draws-a-Lot water colour markers. These orders are the outcome of a recent visit by Mr. E. Peter Smith, managing director, to survey the market.

Pipes for Ghana

Turners Asbestos Cement Co. Ltd., a Turner and Newall company, have won a £500,000 order to supply Everite asbestos-cement pressure pipes, joints and fittings to the Ghana Water and Sewerage Corporation. The order was secured in conjunction with Coutinho Caro and Co. Group of Companies Ltd., in the face of strong international competition from many countries including Belgium, Italy and Germany.

Czechs buy belting press

Greenwood & Batley has received a £40,000 order for a 3,000-ton hydraulic press for Czechoslovakia. It will be built in the Wolverhampton works of Joshua Gigwood & Son, a Greenbat subsidiary. The press is for production and repair of conveyor belts used in open-cast coal mining and will be installed in the Krusnohorske Strojirny works in Teplice.

Overseas orders for computers

A £20,000 contract for an M2140 computer system from International Computers Ltd. brings to a total of £20 million the orders placed with English Electric's Industrial Control and Automation group at Stafford and Kidsgrove for the System M. industrial control equipment since its introduction in 1967. Export orders account for £13 million or 65 per cent of the total figure.

Record changers for United States

Export orders worth over 10 million dollars have been received by BSR Ltd., of Birmingham, from four of their United States customers covering the whole range of BSR record changers. The units will be manufactured at the company's plants at Birmingham and East Kilbride (Scotland).

Technical know-how for Japan

Motherwell Bridge Engineering Ltd., the Scottish engineering group, has recently achieved success in Japan by selling technical know-how on gas storage sphere manufacture to Niigata Engineering Co. Ltd. The agreement is on a royalty basis for a period of 5 years, and Motherwell will obtain a percentage on the sales of spheres made by Niigata. The agreement was negotiated on behalf of Motherwell by Dodwell & Company Ltd.

Press brake for Finland

The largest press brake believed to have been built in Europe has just been completed by The Bronx Engineering Co. Ltd., of Lye, near Birmingham. The 1,000-ton electro-hydraulic machine measures 33 feet over the beams and will shortly be shipped to Finland, where it has been purchased by the paper making machinery company of Rauma-Repola of Pori.

Power triode for Canadian radio

The 10,000th power triode produced by English Electric Valve Co. Ltd., at their Chelmsford factory has now gone into service in the modulator circuit of a 10,000w transmitter, in a prairie grain field eleven miles south of Edmonton, Alberta, Canada. The radio station (CKUA), operated by the Alberta Government Telephones as a public service, carries no commercial advertising.

Safety device for Italian railways

Vidicons made by English Electric Valve Co. Ltd., at Chelmsford will soon be servicing level crossings in the State Railways in Italy. An order for 175 tubes has been received from the Italian firm Magneti Marelli, who will fit them in their TV cameras.

Switchgear for South Africa

South Wales Switchgear Limited has received a £50,000 order from the City of Durban, Natal, for a 33 kV indoor mounted type EM substation switchboard with a breaking capacity of 1,000 MVA, incorporating integral earthing facilities for busbars and feeders. The associated control panel will be manufactured at South Wales Switchgear's works in South Africa.

Generator for Taiwan

A record sales achievement for heavy electrical engineering plant has been announced by English Electric, with the confirmation of a £3.2 million export order for Taiwan for a 350 megawatt steam turbo-generator. This contract, added to existing orders and options, brings to a total of £50 million the orders English Electric has won for large turbo-generators since July last year. £37 million, or 75 per cent of these orders are for export to the United States, Sweden, Australia and, now, for Taiwan.

Australian contract

George Waller & Son Limited, engineering consultants and manufacturers of air and gas boosting equipment of Stroud, Gloucestershire, have gained contracts for the manufacture and installation of three 'COMVAC' blowers for Brisbane, Australia.

Orders from nine countries

Sales of Letraset dry transfer premium products in overseas markets have broken all previous records. Since November 1967 the last orders totalling 62½ million sheets have been received from companies in Canada, Australia, New Zealand, Venezuela, Italy, Republic of Ireland, Holland, Denmark and Belgium.

One of 11 first-class railway coaches bought from Britain by OTRACO – the Congolese transport organization – is seen ready to leave the Metropolitan-Cammell works at Birmingham. The first five coaches of this £300,000 order arrived in the Congo in time to form part of a special train used by the President in celebrations at Kinshasa to mark the Republic's third anniversary on November 26.

This latest-style three-wheel invalid car, identical to those being manufactured for the Ministry of Health by the General Engineering Division of AC Cars Ltd., Thames Ditton, Surrey, is for export to Libya, where it has been ordered by the British Embassy in Tripoli for a disabled driver. Inspecting it prior to shipment is AC's sales manager, Mr. M. G. Wright.

Eire orders 30,000 telephones

The Posts and Telegraphs Department of Eire has ordered 25,000 telephones and over 4,000 wall telephones worth a total of over £150,000 from GEC-AEI Telecommunications Ltd. The instruments will be manufactured by the Telephone Division, which has its headquarters in Aycliffe, County Durham.

Ropeway for Malaysia

Ropeways Ltd., of Sevenoaks, Kent, have been awarded a £30,000 contract by Rahman Hydraulic Tin Ltd., Upper Perak, Malaysia, for the supply and erection of a jig-back ropeway for carrying tin-bearing ore. Contract works are due to be completed by early March 1969.

Instrumentation system for ships

Nearly 50 per cent of the total orders for the advanced Decca ISIS 300 integrated ship instrumentation system, introduced in September 1967, are for export, covering a wide variety of ships, and for systems to monitor the main and auxiliary machinery on over 1,200,000 tons of shipping.

Equipment for France

A £55,000 order for Blanch-Lely flail mowers, tedders and fertilizer distributors, has been received from subsidiary companies in France where Blanch-Lely compete with French and German manufacturers. The equipment is manufactured in the company's plant at Wootton Bassett, Wiltshire.

£670,000 Mauritanian contract

Hawker Siddeley Electric Export Ltd. has won a £670,000 contract to erect and equip a 12,000 kW generating station to be built on the edge of the Sahara Desert at Akjoujt in Mauritania. The station will supply power to a mine expected to extract annually 25,000 metric tonnes of copper contained in concentrate. Power generation will start in August 1969 and mining is planned to begin in 1970. The contract was awarded by Bechtel on behalf of Anglo-American International (United Kingdom) Limited. Co-ordination of the contract is being handled by Brush Hawker Siddeley Engineering Division, Burton-on-the-Wolds, Loughborough, Leicestershire.

Anti-collision radar orders

Following the introduction of the Decca Group 66AC range of anti-collision radars, Decca Radar Limited has received 25 orders from Danish, German, Swedish and United States shipowners. The radars, which provide comprehensive true motion information simultaneously with relative motion markers, have been the subject of intense interest from the maritime world since they were unveiled at the 1968 Ships' Gear International Exhibition.

University orders

A repeat export order for a gas turbine test set complete with dynomometer and full instrumentation, has been received from the Alleppo University of Syria. This university has already received three 'Tutor' water turbines and pump test sets, and a flow pump turbine with electric dynomometer and full instrumentation.

A futher Far Eastern university has ordered Gilkes water turbine and pump test units. This is the Prince of Songkla University in Thailand, and the set comprises two Gilkes 'Tutors' with interchangeable Pelton and Francis turbines and pump test equipment.

Thai order

A £100,000 order has been won by Gibbons Brothers Limited of Lenches Bridge, Brierley Hill, (Staffs), for a high temperature kiln, to fire basic refractories at a plant near Bangkok. This is the second kiln of its type to be ordered by an overseas customer in recent months. The company has in hand an order for one in Rumania to be built alongside one commissioned there in 1963.

£12,000 worth of lubrication

Over £12,000 worth of portable lubricating equipment has been exported to France, Germany, Israel and the Congo during the last six weeks by Lawrence Edwards & Co. (Engineers) Ltd. of Stourport Road, Kidderminster, Worcestershire.

Automation for Italian power station

The computer-based monitoring system for Italy's 640 megawatt coal-fired power station now being built for the Italian electricity authority ENEL, at Vado Ligure, near Genoa, is to be supplied by English Electric. The contract, worth some £160,000, is the 14th power station automation system using a computer to be designed and engineered by the company's Power and Marine Division at Kidsgrove, part of the company's Industrial Control and Automation group.

Plastics order

Davy Plastics Machinery Limited of Poole, (a member of the Davy-Ashmore Group), announce the receipt of two orders worth £200,000 within the last month for wire and cable plastic insulating and sheathing lines.

The first order is for Yugoslavia, and the second is for a new factory in Zambia built by the Industrial Development Corporation of Zambia and a consortium of Zambian and international companies.

Warehouse for Bahrain

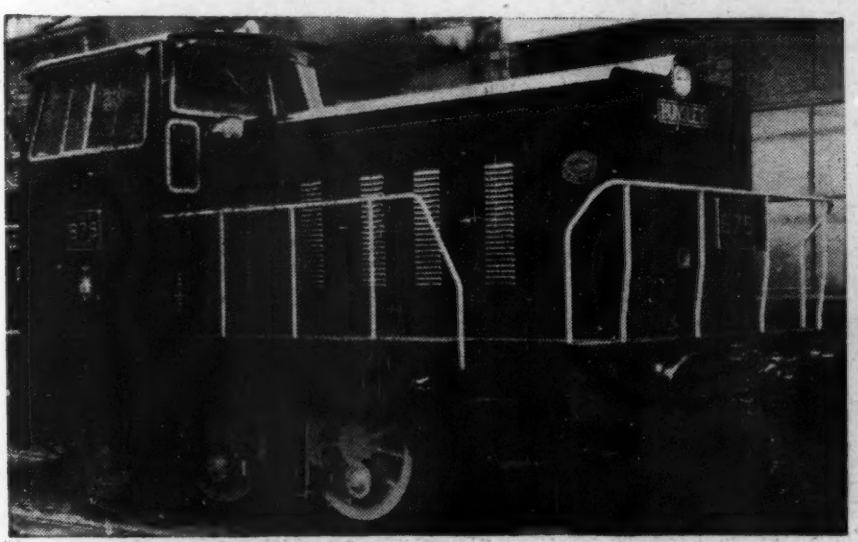
The newly merged companies of Taylor Woodrow (Building Exports) Limited and Octavius Atkinson & Sons Limited have been awarded a contract worth £50,000 by the Crown Agents for Overseas Governments for the supply of an 'Arcon' steel framed building for use by the Bahrain Port Authority.

Ovens for Germany

Dysona Industries Limited, the new David Brown company manufacturing microwave ovens for the catering trades, is to break into the export market. The first target is West Germany where the Swiss-German marketing organization AMIRO, is anxious to sell Dysona Type 125 time-key automated ovens in conjunction with Gloster Saro 'Menumatic' vending machines.

Grain workshop for Barbados

A contract has been awarded by Roberts Manufacturing Co. Ltd., to The Mitchell Construction Company (Caribbean) Ltd., a member of The Mitchell Construction Kinnear Moodie Group Ltd., for the erection of a new workshop for flour and grain storage at Government Hill, St. Michael, Barbados. It was designed by Mitchell Construction (Caribbean) Ltd., in association with Touche Ross Bailey & Smart – Management consultants, and work which has recently started is scheduled for completion by February 1969.



The first locomotives, part of an order worth more than £750,000, have been despatched ahead of schedule from the Leeds works of the Hunslet Engine Company Limited for delivery to Ceylon Government Railway. Twenty-eight 530 h.p. 43½-ton (44,198 kg) 0-6-0 type diesel hydraulic locomotives are being supplied under this contract which was obtained following numerous visits over an extended period by the Company's top executives. Picture on the right shows the Ceylon Government Railway crest to be placed at each side of the cab below the number plate.

Eight nations are represented by this group of salesmen. Hawthorn Baker Limited, the Dunstable firm which manufactures specialist printing equipment, recently held a three-day sales seminar for a group of salesmen connected with their overseas agents in Denmark, France, Holland, Lebanon, Spain, Switzerland, East and West Africa and Malaysia. Hawthorn Baker Ltd. say that this sales seminar was the first part of a programme designed to improve sales abroad.

Mr. Cobin Cole (right) chairman of the Conder Group of Companies of Winchester, Hants, being interviewed by Mr. Laurence Spicer, producer of the BBC African services on the company's profit-sharing scheme for employees. This year the Group – one of the largest exporters of industrial steel-framed buildings – have beaten all previous records with an export turnover so far of £1,300,000 in the first eight months of this year.

£300,000 buildings order

The Wolverhampton based Coseley Buildings Group reports a £300,000 addition to their export order book secured in the face of intense international competition. The largest order is from Saudi Arabia for the development of the Red Sea Port of Jeddah. This includes warehouses, customs sheds, workshop, transit sheds and a jetty canopy. The authorities in Libya have ordered five special buildings for the army, including a gymnasium, military vehicle workshop and garage and a basketball arena to seat 4,000 spectators.

The orders also include a factory building and houses in Abu Dhabi in the Trucial States, special warehouses in Guyana, South America, military buildings in Fiji and a factory on Kalombangara in the British Solomon Islands.

New distribution company in Germany

A new company to handle distribution and sales of its oven-to-table glassware has been launched in the Federal Republic of Germany by James A. Jobling & Co. Ltd., of Sunderland, a member of the Thomas Tilling group. The subsidiary, James A. Jobling & Co. GmbH, has its offices in Friedrich-Ebert-Strasse, Dusseldorf. Sales of Jobling oven-to-table products have risen by 300 per cent in the Federal Republic in the past few years. The new company will be able to take advantage of this increasing demand.

Library on wheels for Madras

In many parts of the world mobile libraries are proving an efficient way of bringing an almost complete library service to outlying districts, and perhaps the biggest library on wheels so far is ready for operation in Madras City, India. The library, the first of its kind in the country, is built on a Leyland Comet chassis which was acquired by the local library authority.

Marine gauges for Sweden

Whessoe Limited announce yet another order from Kockums M/V, Sweden, for marine gauges. This order is for a total of 48 gauges with double-synchro repeaters for remote reading of cargo tanks, and 15 gauges with single-synchro repeaters for remote reading of ballast tanks. The order is worth over £32,000.

Cryogenic vessels for Turkey

Ten cryogenic vessels, eight of them static and two transportable and totalling a value of over £29,000, have been ordered by Habas, Industrial Gas Producers, of Istanbul, Turkey, from W. P. Butterfield (Engineers) Limited, of Shipley, Yorkshire.

Gas turbines for Venezuela

A repeat order has been obtained by the Ruston Turbine Division of English Electric Diesels Limited, for three Ruston gas turbines for Compania Shell de Venezuela. A further repeat order for Venezuela has been placed by Corporacion Venezuela del Petroleo for a Ruston gas turbine coupled to a 1 MW alternator. Previous orders placed by CVP for gas turbines were delivered by Ruston Turbine Division in 1966 and in 1967.

Brazilian switchgear order

Against strong international competition, English Electric at Stafford has won a £100,000 high voltage switchgear contract in Brazil from the Centrais Electricas De Sao Paulo. Markets have already been found for the frame 's' in Nigeria, South Africa, Venezuela and New Zealand.

Carpet for Singapore

Velmar Textiles Limited have recently exported 1,200 square yards of carpet for bedrooms in the Ambassador Hotel in Singapore – an order placed in London by Keith Royle and Co. Ltd. Velmar Textiles Limited (carpet manufacturers) is a member company of the Nairn Williamson group.

Four million feet of tubing for Nigeria

Earlier this year, Tube Products Ltd., a TI Company, were successful in clinching their first order for 15 years from Nigeria – for 350,000 ft. of Tru-Wel ERW (electrical resitance welded) steel tube. Playing a major role in this sales success was TI (Export) Ltd., the overseas sales organization of TI's Steel Tube Division. In the seven months since that first order was negotiated, Tube Products and TI (Export) have followed up their initial success by selling four million feet of Tru-Wel ERW steel tube to customers in that country. The tube is for use in tubular furniture – chairs, tables and beds.

£5.6 million airport for Brunei

Against international competition from six other countries, Costain Civil Engineering Limited has won a £5.6 million contract to build the new international airport in Brunei. The new airport will be carved out of 660 acres of dense jungle, a large area of swampland and rubber plantations. It will be able to take the largest modern jet airlines, which the existing Brunei Airport is unable to do.

£40,000 Polish order

The Carborundum Group's Rowland Machine Division, F. E. Rowland & Co. Ltd., Stockport, England, has received a further order from Poland for grinding machines worth over £40,000. The order follows a recent visit to Poland by a Carborundum sales team. The machines will be used in the automotive industry. To date, orders received from Poland this year by Carborundum total over £80,000 and from Eastern European countries generally, over £146,000.

£2½ million Hong Kong order

A further order worth £2½ million has been received by International Combustion (Export) Ltd., and AEI Turbine-Generators Ltd., for a 120 MW boiler and turbine-generator. This is the second order, both received within three months, from the Hong Kong based China Light & Power Company on behalf of the Peninsular Electric Power Company, for the Tsing Yi Power Station. This constitutes the fourth installation of this capacity at this station by these companies.

£46,000 German contract

Newell Dunford Engineering Limited have installed three more Intal plants valued at £46,000 for drying metal turnings in Germany.

£1 million orders for tankage

Motherwell Bridge Engineering Ltd. has recently won export orders totalling some £1 million for tankage in a number of overseas territories. The two largest contracts, totalling £750,000, were in Singapore, both for Bataafse International Petroleum Maatschapij of The Hague. Other contracts were for Trinidad, Gambia, Brazil, Hong Kong, Cuba and Ecuador.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view,*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets,*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify,

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext 423). In due course unofficial translations of the Regulations will be published by HMSO.

CEREALS, RICE, COMPOUND ANIMAL FEEDSTUFFS

Regulation (CEE) No. 1832/68 concerns the quality of hard wheat to be taken over by the French intervention organization for the 1968/1969 campaign (*Journal Officiel* No. L279 dated November 16, 1968).

OILS, OILSEEDS AND FATS

Regulation (CEE) No. 1801/68 modifies **Regulation No. 901/67/CEE** which relates to the system of prefixing of refunds for certain exports of oil seeds (*Journal Officiel* No. L275 dated November 13, 1968).

CATTLE, BEEF AND VEAL

Regulation (CEE) No. 1802/68 relates to certain arrangements concerning intervention measures in the beef and veal sector (*Journal Officiel* No. L275 dated November 13, 1968).

Regulation (CEE) No. 1831/68 modifies the Dutch text of **Regulation (CEE) No. 1097/68** which relates to methods of application of intervention measures in the beef and veal sector (*Journal Officiel* No. L279 dated November 16, 1968).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1796/68 concerns tendering for the sale of butter held by the Dutch intervention organization (*Journal Officiel* No. L274 dated November 12, 1968).

SUGAR

Decision 68/392/CEE authorizes France and Italy to proceed with tendering for the export of sugar beet molasses (*Journal Officiel* No. L279 dated November 16, 1968).

Temporary suspension of import duties in the common tariff: correction

THE *Board of Trade Journal* dated November 22, 1968, contained an announcement about **Regulation (CEE) No. 1754/68** which authorizes the temporary suspension of import duties on certain items during the period November 8, 1968, to December 31, 1968. Tariff Nos. 41.06, 41.07 and 41.08 were incorrectly shown as items on which the duty was suspended and should be deleted from the list of items concerned.

Rules of competition

THE *Journal Officiel des Communautés Européennes* No. C110 dated October 24, 1968 contains an announcement about applications for clearance of trading and manufacturing agreements. The first is between Scott Paper Company of Philadelphia and Continental SA of Brussells, and the second between Scott Paper Company of Philadelphia and Cartiere Burgo SpA of Turin and their subsidiary Burgo Scott SpA of Turin. Interested third parties are invited to submit their observations to the Community authorities. Particulars of this notice may be obtained, if required, from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/2355).

Fifteen years' accumulation of dirt and grease was removed from the rail sidings at Brighton in a demonstration of scarifying with the Cimex Bittern machine. The demonstration was attended by delegates from 18 countries at a sales conference organized by Cimex International, the Orpington, Kent, manufacturers, from November 10-16. Held in Brighton, the conference was designed to further the already extensive export business of the Cimex Group in the industrial floor maintenance field. North America, Europe, the Middle East and Africa were all represented.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*

FRANCE

Global quotas for fresh fruit

THE FRENCH *Journal Officiel* of November 15 announced the opening of the quotas for the import of fresh fruit listed below, originating from countries other than member countries of the EEC, Greece, Spain, Turkey, Yugoslavia, Israel or Bulgaria.

Outdoor grapes	(08.04 AI ex a)
Apricots	(08.07 A)
Outdoor peaches	(08.07 ex B)
Plums	(08.07 D II)
Outdoor strawberries	(08.08 A ex II)

The fruit should conform to quality standards extra and I.

Requests for licences on form AC must reach the Direction Générale des Douanes et droits Indirecte (Division E), 8 rue de la Tour des Dames, Paris, 9e, before 11.30 a.m. on December 3, 1968, when they will be examined simultaneously.

Importers are also invited to send copies of previous licences granted in 1967 (photocopies or the green lined copies will be acceptable), to the Ministère de l'Agriculture, Direction des Relations Internationales, Service des Relations Bilatérales et des Opérations Commerciales avec l'Etranger, Bureau des Autorisations Commerciales, 78 rue de Varenne, Paris, 7e, to arrive not later than December 3, 1968.

Licences will be valid until April 30, 1969, for strawberries, and May 31, 1969, for all other fruit.

Inquiries relating to the above notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

Duty quota for seed potatoes

THE FRENCH *Journal Officiel* of November 9 gave further details concerning the quota for seed potatoes to be imported at a reduced rate of duty from November 6 to June 30, 1969, the opening of which was announced in the *Journal Officiel* of November 6.

Applications for import licences must conform with the conditions set out in the arrêtés of October 12, 1962, and October 1, 1963. They should be addressed (together with a stamped envelope bearing the name and address of the applicant) to the Bureau des fruits et légumes, Direction des productions végétales, Sous-direction des produits végétaux, Ministère de l'Agriculture, 3 rue Barbet-de-Jouy, Paris, 7e.

Applications must be confined to the following varieties:

Early: Asoka, Bea, Carla, Climax, Esterling, Ideaal, Ostara, Primura, Resy.

Floury: Ambassadeur, Daresa, Flora, Maritta, Panther, Thynia, Ultimus, Amex, Kaptah-Vandel, Commandeur, Calori, Goliath, Format, Multa, Bohm's Badenkraft, Patroness, Brunella, Ursula, Ostbot, Fecula, Prevalent.

Applications must not exceed 230 metric tons.

Potatoes imported into France are subject to the sanitary controls laid down in an order dated November 8, 1954, and they must be routed through a Customs Post open for phyosanitary control. A list of these Posts was given in an order dated March 5 1962.

Inquiries concerning this notice may be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text can be seen.

ITALY

Chemical additives to foodstuffs

BRITISH EXPORTERS of foodstuffs are reminded that failure to comply with Italian requirements on labelling and the use of chemical additives and colouring in their products renders their consignments liable to be refused entry by the Italian Customs. Copies of the relevant regulations can be obtained from Export Services Branch (Tariff Section), Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466-467).

NORWAY

Prohibition on sending cheese by post ends

THE GPO announce that the ban imposed in Norway on the importation by post of cheese from the United Kingdom (including the Channel Islands and the Isle of Man) has now been lifted.

IRISH REPUBLIC

Budget amendments of import duties

CERTAIN IMPORT DUTIES have been amended by the recent Budget in the Irish Republic. The new rates of duty, which apply on and from November 6, 1968, are as follows:

Beer (Tariff Headings Nos. 22.03 and 22.07 (A)).

		£ s. d.
Customs duty:		
(a) Beer of any description of which the worts were before fermentation of a specific gravity of 1,055°	for every 36 gallons	24 1 11
Customs drawback:		
(b) Beer of an original specific gravity of 1,055°	for every 36 gallons	24 1 8

Where, in the case of beer which is chargeable with duty at the rate shown at (a) above, or in the case of beer on which drawback is payable at the rate shown at (b) above, the specific gravity of the beer is not 1055°, the duty or drawback shall be varied proportionately.

Spirits other than:

(i) Spirits manufactured in and consigned from the United Kingdom,

(ii) Whiskey of Northern Ireland origin.

Description		Rates of Duty	
		Full	Preferential
		£ s. d.	£ s. d.
Perfumed spirits:			
If warehoused 5 years or more	the liquid gallon	26 3 4	25 19 4
If not warehoused, or warehoused less than 5 years	the liquid gallon	26 7 4	26 3 4
Liqueurs, cordials, mixtures and other preparations in bottle entered in such manner as to indicate that the strength is not to be tested:			
If warehoused 5 years or more	the liquid gallon	22 1 6	21 18 2
If not warehoused, or warehoused less than 5 years	the liquid gallon	22 4 10	22 1 6
Spirits of any description not heretofore mentioned and mixtures and preparations containing spirit:			
If warehoused 5 years or more	the proof gallon	16 7 1	16 4 7
If not warehoused, or warehoused less than 5 years	the proof gallon	16 9 7	16 7 1

Spirits manufactured in and consigned from the United Kingdom.

Description		Rate of Duty
		£ s. d.
Perfumed spirits:		
If warehoused 5 years or more	the liquid gallon	22 8 5
If not warehoused, or warehoused less than 5 years	the liquid gallon	22 12 5
Liqueurs, cordials, mixtures and other preparations in bottle entered in such manner as to indicate that the strength is not to be tested:		
If warehoused 5 years or more	the liquid gallon	18 18 4
If not warehoused, or warehoused less than 5 years	the liquid gallon	19 1 8
Spirits of any description not heretofore mentioned and mixtures and preparations containing spirit:		
If warehoused 5 years or more	the proof gallon	14 0 3
If not warehoused, or warehoused less than 5 years	the proof gallon	14 2 9

Northern Ireland whiskey.

Description		Rate of Duty
		£ s. d.
Spirits known as whiskey which at importation are shown to the satisfaction of the Revenue Commissioners to have been wholly manufactured in Northern Ireland and to have been bottled and consigned by the distiller:		
If warehoused 5 years or more	the proof gallon	12 10 8
If not warehoused, or warehoused less than 5 years	the proof gallon	12 13 2

Cider and perry (Tariff Heading No. 22.07(C)(2)).
Rates per proof gallon.

	Full	Preferential and Special Preferential	United Kingdom and Northern Ireland
	£ s. d.	£ s. d.	£ s. d.
Cider	16 9 7	16 7 1	14 2 9
Perry	16 9 7	16 7 1	8 8 11*

* This rate remains unchanged.

(*Continued on next page*)

IRISH REPUBLIC, *continued*

Tobacco (Tariff Heading No. 24.01).

		£ s. d.
Unmanufactured:		
If stripped or stemmed:		
Containing 10% or more by weight of moisture	the lb.	4 4 9·5
Containing less than 10% by weight of moisture	the lb.	4 14 2·5
If unstripped or unstemmed:		
Containing 10% or more by weight of moisture	the lb.	4 4 9
Containing less than 10% by weight of moisture	the lb.	4 14 2

Tobacco (Tariff Heading No. 24.02). Rates applicable to goods originating in countries other than the United Kingdom.

		Full	Preferential
		£ s. d.	£ s. d.
Manufactured:			
Cigars	the lb.	5 3 7·1	4 7 9
Cigarettes	the lb.	5 1 3·5	4 5 10
Cavendish or negrohead	the lb.	5 2 11·9	4 7 3
Cavendish or negrohead manufactured in bond	the lb.	5 2 4·7	4 6 9
Other manufactured tobacco	the lb.	5 0 11·9	4 5 7
Snuff containing more than 13% by weight of moisture	the lb.	5 0 7·1	4 5 3
Snuff containing 13% or less by weight of moisture	the lb.	5 2 11·9	4 7 3

Duty on manufactured tobacco of United Kingdom origin (Tariff Heading No. 24.02).

		Full	Preferential
		£ s. d.	£ s. d.
Manufactured:			
Cigars	the lb.	4 17 5·2	4 7 9
Cigarettes[3]	the lb.	4 15 2·7	4 5 10
Cavendish or negrohead	the lb.	4 16 10·5	4 7 3
Cavendish or negrohead manufactured in bond	the lb.	4 16 3·8	4 6 9
Other manufactured tobacco:			
Hard pressed tobacco	the lb.	4 7 10·2	3 18 5·5
Other pipe tobacco	the lb.	4 13 7·5	4 4 2·8
Other manufactured tobacco	the lb.	4 14 11·7	4 5 7
Snuff containing more than 13% by weight of moisture	the lb.	4 14 7	4 5 3
Snuff containing 13% or less by weight of moisture	the lb.	4 16 10·5	4 7 3

Inquiries relating to this Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

GREECE

Restrictions on imports of meat

IT HAS BEEN announced by the Greek Minister of Commerce that imports of all cattle and fresh (bovine) meat into Greece from all sources have been suspended with effect from October 1 until December 31, 1968.

This ruling does not apply to frozen meats, or to cattle intended for fattening.

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466 and 467).

"BRITISH INDUSTRY AND ENGINEERING"
(IN RUSSIAN)

The British Export Journal Serving British Interests in the Russian Market.

Established in 1926 it has an authentic and valuable circulation in the USSR where it is widely read in the principal factories, technical organizations and buying departments. Publicity through this journal has brought inquiries and new business to advertisers.

THIS JOURNAL CAN HELP YOU TO SELL TO RUSSIA

Send for a specimen copy and full details to:

"BRITISH INDUSTRY AND ENGINEERING"
Walter House, Bedford Street, London, W.C.2
Temple Bar 9058/9/0 & 3685

CZECHOSLOVAKIA

Ban on certain postal imports lifted

THE GPO announce that the ban imposed in Czechoslovakia, as a result of the foot and mouth epidemic, on the importation by post of all animal products including furs from the United Kingdom, the Channel Islands and the Isle of Man and all goods of whatever nature coming from the infected area or from within a radius of 12½ miles of that area has now been lifted.

ISRAEL

Tariff amendments

THE ISRAEL Official Gazette *Kovetz Hatakanot*, No. 2297, of October 20 has published details of amendments to 570 items in the Israeli tariff. These reductions will come into force on January 1, 1969 as follows:

Ad valorem rate of Customs duty	Reduction
Up to 35%	Nil
Between 36% and 50%	10%
Between 51% and 75%	15%
Between 76% and 100%	20%
Over 100%	30%

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

ABU DHABI

Hotel accommodation

THE TWO hotels in Abu Dhabi are fully booked for nearly a month ahead. Visitors are strongly advised to secure reservations before making other arrangements.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL (*dates on which particular articles, etc., were published*) *should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext*, 3038) *who compile the half-yearly index to the* Journal.

Are YOU looking for EXPORT MARKETS?

We will gladly share with you the knowledge and experience of our Managers and of the close connections we have in the following countries. We have made special arrangements to answer your questions in London.

INDIA · JORDAN · LEBANON · MOROCCO · SAUDI ARABIA
SOUTHERN YEMEN · SWITZERLAND · TUNISIA · ABU DHABI
BAHRAIN · DUBAI · KUWAIT · MUSCAT AND OMAN · QATAR
RAS AL KHAIMAH · SHARJAH.

THE BRITISH BANK OF THE MIDDLE EAST

Head Office 7 King William Street, London, EC4 Tel 01-626 2643 Telex 263473
Associate Banks The Bank of Iran and the Middle East: Teheran and Khorramshahr. Bank of North Africa. Libya: Tripoli, Benghazi and Mersa Brega.

A member of the Hongkong Bank Group

PORTUGUESE OVERSEAS PROVINCES (ANGOLA)

Amendments to customs tariff

THE BOLETIM OFICIAL de Angola, First Series No. 238 of October 9, published Order No. 23640, which extends the provisions of a previous order made earlier this year relating to Mozambique, to Angola. Under this order, with effect from January 1, 1968, entry into use of cycles, with or without motors, falling within tariff headings BN.87.09 or BN.87.10 and produced under special Customs warehouse arrangements will be liable to the following minimum import duties, on the basis of the amount of national work incorporated.

Amount of national work for fiscal purposes		Corresponding import duties
87.09	0– 30%	28% *ad valorem*
	31– 60%	18% *ad valorem*
	61– 71%	5% *ad valorem*
	71–100%	Nil
87.10	0– 30%	Esc. 420·00 each
	31– 45%	350·00 each
	46– 60%	250·00 each
	61– 70%	150·00 each
	71– 75%	20·00 each
	76–100%	Nil

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

GHANA

Notice to importers

THE FOLLOWING NOTICE was published in the Ghana Commercial and Industrial Bulletin on November 15:

Notice to Importers No. 313

In exercise of the powers vested in him by the Imports and Exports Restriction Order, 1948 (No. 113 of 1948), the Controller of Imports and Exports hereby announces that with effect from January 1, 1969 the importation of the following commodity shall be made under Open General Licence No. 10:

Customs Item Nos.	Description of Commodity
061-100/210	Beet and cane sugar

Applications already submitted for this commodity, in response to the invitation programme published in the Commercial and Industrial Bulletin No. 42 of August 30, 1968 will be used for the issue of Commitment Forms, and fresh applications are therefore not required.'

Note:

The Import Licensing Procedure for 1969, contained in the Ghana Commercial and Industrial Bulletin No. 42 of August 30, was published in the *Board of Trade Journal* of September 20, 1968 (pages 800-802).

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London,, E.C.4 (Tel. 01-248 5757, Ext. 472).

NIGERIA

Customs tariff amendments

THE CUSTOMS and Excise Notice No. 43, 'Brussels Nomenclature Tariff', and Decree No. 55, 'Customs Tariff (Amendment) (No. 2) Decree, 1968', published in the Federal Republic of Nigeria *Official Gazette* dated November 1, gave details of the revised Nigerian customs tariff.

It is now required that goods from all countries are to be dutied at the rate(s) which appear in the 'Fiscal Entry' and the 'Full' columns. The two charges, where applicable, as well as the amounts relevant thereto, are to be separately declared, and totalled on customs entries.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

Fly your freight FAR better by

SABENA

BIG DOOR 707 JET FREIGHTER

TO AFRICA

JOHANNESBURG – NAIROBI – ENTEBBE
DAR ES SALAAM NDOLA AND LUSAKA*
FROM BRUSSELS

OTHER SABENA CARGO SERVICES
TO LAGOS — KANO — ABIDJAN — NIAMEY
KIGALI — KINSHASA — BUJUMBURA

*DAR ES SALAAM TO NDOLA AND LUSAKA IN ASSOCIATION WITH ZAMBIAN AIR CARGOES LTD.

Consult your CARGO AGENT or

SABENA BELGIAN World AIRLINES

LONDON Skyport 7290/1 MANCHESTER Mercury 1542
BIRMINGHAM 643 6105 GLASGOW 248 6018/9
DUBLIN 773440

SABENA IS A MEMBER OF IATA QUALITY IN AIR TRANSPORT

RHODESIA

Suspension of duty

THE CUSTOMS and Excise (Suspension) (Amendment) Regulations, 1968 (No. 10) published as Rhodesia Notice No. 891 on November 15, amends the Customs and Excise (Suspension) Regulations, 1968, to the following extent:

	Effective rate
First Schedule:	
In Part I by the insertion, in numerical order and under the appropriate headings, of:	
Ex 259 (2) (c) Unvulcanized rubber sheeting of a width of not less than 18 inches and not more than 22 inches and of a nominal thickness of ⅛ inch (not being backed with or containing any textile materials)	Free
Third Schedule:	
In Part I by the insertion, in numerical order and under the appropriate headings, of:	
143 (2) (e)	2½% *ad val.*

Customs tariff changes

THE CUSTOMS and Excise (Tariff) (Amendment) Notice, 1968 (No. 10), published as Rhodesia Notice No. 890 on November 15, amends the Rhodesian Customs Tariff as follows:

Item	Duty
Part II	
143. By the repeal of paragraph (d) of sub-item (2) and the substitution of:	
(d) Electric kettles and bodies for electric kettles; of a domestic value or a free-on-board cost not exceeding £2 0s. 0d. each .	*ad val.* 22½% or each £0 15s. 0d. whichever duty shall be the greater.
(e) Other, including parts and spare parts, n.e.e., for electric fires, irons and kettles	*ad val.* 22½%

In this Schedule, 'paragraph' includes the rate of duty relating thereto.

Note:

Trade between the United Kingdom and Rhodesia is severely restricted. The changes in the Rhodesian tariff listed above are published for information only.

ZAMBIA

Import licensing changes—further information

EXPORTERS may wish to note, in connection with the notice published in the *Board of Trade Journal* of November 22, page 1436, that all import licences issued prior to November 1 are still valid and are not affected in any way by the new regulations.

Exporters may further wish to note that the Zambian Government have now given the following ruling on goods ordered before November 1 on the basis of an Open General Licence via Dar es Salaam, but which, under the new regulations, are now subject to import licensing:

(i) If goods were shipped before and including October 31 they will be cleared on a 'blanket licence' issued to Customs i.e. no licence is required.

(ii) If goods were shipped on or after November 1, an import licence must now be applied for and obtained before the goods can be cleared. Licences will be freely issued.

(iii) Paragraph (ii) above will not apply if the goods are forwarded to Zambia from Dar es Salaam by air freight. A 'blanket licence' has been issued for goods in this category.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

PHILIPPINES
The Manila Chronicle
Daily Editions.
Saturday Chronicle.
Sunday Chronicle.
Ask about our Continuity Impact Discount.

DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
14th Edn. 10/-. 15th Edn. 30/- plus post

We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details.

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

SINGAPORE

New international trading company

THE SINGAPORE GOVERNMENT has announced the setting up of an international trading company, Intraco Ltd., which was registered in Singapore on November 5. The new company has an authorized capital of S$50 million (S$7.35=£1) of which about 30 per cent will be held by the Singapore Government and the remainder by Singapore industry and (later) private investors. It will be run on commercial lines and will seek to provide opportunities abroad for Singapore manufacturers; it will also, when necessary, initiate new factories in Singapore in co-operation with the Develepoment Bank of Singapore and with private investors and purchase raw materials in bulk.

Import control

1. THE SINGAPORE GOVERNMENT *Gazette* dated November 14 publishes the Prohibition of Imports (General Licence) (Amendment No. 17) Notification, 1968 which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965 by deleting the following:

94. Milk powder
96. Baby food
99. Duplicating machines
100. Latex prophylactics
106. Baby napkins
111. Rolled oats
112. Prepared foods of cereals, obtained by swelling or roasting of cereals or cereal products.

This means that the goods concerned are no longer subject to special licensing.

2. Singapore Notice to Traders No. 25 of 1968 announced that the following goods are now subject to quota restriction based on 1967 imports:

Goods	Quota
(i) Margarine	100%
(ii) Yeast	
(iii) Chicken essence	
(iv) Playing cards	
(v) Sensitized photographic paper	
(vi) Carbon paper	
(vii) Office machine ribbons	
(viii) Sewing machines	
(ix) Vacuum flasks	
(x) Fluorescent tubes	25%

Licences are to be issued up to 4/12 of the annual quota and will be valid till February 28, 1969.

A notice announcing that the above mentioned items were subject to special licencing appeared in the *Board of Trade Journal* of June 14, on page 1829.

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Singapore Government have declared the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

	Industries	Products
1.	Electronics	Electronic components and parts, all types.
2.	Metal working	Umbrella and sunshade frames.

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of October 4, 1968, on page 949.

Trade marks and patents

CHANGES IN the practice of the Trade Marks and Patents Registries in Hong Kong have recently been announced.

It has hitherto been the practice of the Trade Marks Registry to accept applications and to register marks in the names of unincorporated partnerships or firms. It has now been decided to follow United Kingdom practice and after December 31, 1968 all applications in the name of a partnership should state the full names and addresses of all the partners and should continue with the words 'trading/carrying on business/as (the firm's name)'. The Registry draw attention to the fact that this change in practice may have certain consequential effects, e.g. in relation to Section 43(1) of the Trade Marks Ordinance.

Under Hong Kong's patent law patents granted in the United Kingdom may be registered in Hong Kong, provided application is made within five years from the date of issue of the United Kingdom patent. Application has to be accompanied by a certified copy of the specification of the United Kingdom patent and a certificate of the Comptroller-General giving full particulars of the issue of the patent on such specification. The law states that the application and the above documents must be received together. However, since there is a current view that, under the law, an application may be lodged within the five-year period without the supporting documents and that the latter may be lodged later, possibly even after the expiry of the five-year period, the Registrar General has made a special ruling. After December 31, 1968 the Registry will not accept an application unless:

(1) it is received within five years from the date of issue of the patent in the United Kingdom; and

(2) the Registry receives *at the same time* all the supporting documents.

A copy of the Registrar General's notice on these changes in practice and copies of the current patent and trade marks laws are available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

CEYLON

Import Control Notice relating to UK/Ceylon loan No. 2, 1968

THE BOARD OF TRADE has received a copy of Ceylon Import Control Notice No. 25/68, concerning the issue of licences under the the United Kingdom/Ceylon loan No. 2, 1968. The notice reads as follows:

It is proposed to issue special licences for imports from the United Kingdom under the above Loan Agreement.

2. All imports shall be against Letters of Credit.

3. The following procedure will apply as regards licences issued under this Scheme and will be complementary to that already in force:

(i) On receipt of a special allocation or authorization which will be headed 'United Kingdom/Ceylon Loan No. 2,1968' the importer will open negotiations with his supplier in the United Kingdom and on completion of a contract will instruct his supplier to forward immediately to the Crown Agents for Overseas Governments and Administrations, 4 Millbank, London, S.W.1, England, 3 copies of the contract and contract certificate (in the form set out in the Appendix C and Appendix C (Chemicals) whichever is applicable) quoting reference to the Import Control Department allocation number or the allocation number of Director of Development.

(ii) After examination of the documents the Crown Agents will advise approval of the contract and of the contract certificate to the Controller of Imports and Exports, Colombo, who will communicate this approval to the importer, who will then forward an Indent, in quadruplicate (in the form set out in Import Control Notice No. 19/62) in terms of the contract entered into with his United Kingdom supplier for licensing.

(iii) On receipt of his licence the importer will request his bank to open an irrevocable Letter of Credit in favour of his United Kingdom supplier.

(iv) The United Kingdom supplier will ship the goods to the Ceylon importer and will present the documents required by the Letter of Credit to the correspondent Bank in the United Kingdom, which will make payment and then submit the invoices and payment certificates to the Crown Agents for reimbursement in sterling and will forward the original documents to the importer's Bank in Ceylon.

(v) Thereafter clearance will take place in accordance with normal procedure, but declaration forms will be marked 'United Kingdom/Ceylon Loan No. 2, 1968' on the top left-hand corner in block capitals.

4. It should be noted that:

(i) Imports under these arrangements are restricted to goods wholly produced or manufactured in the United Kingdom, the Channel Islands, or the Isle of Man or in the case of chemicals and allied products, goods which are duly declared to be of United Kingdom origin on the form set out in Appendix C (Chemicals) below, and the beneficiary under the contract must be a person carrying on business in the United Kingdom; the Channel Islands or the Isle of Man;

(ii) where the transactions are on a c.i.f. basis, the whole amount may be covered under the Loan. In the case of f.o.b. contracts shipping arrangements must be made with a British firm and insurance, if not effected with the Insurance Corporation of Ceylon, must also be arranged with a British company.

November 5, 1968.

V. J. H. GUNASEKERA,
Controller of Imports and Exports.

APPENDIX C
UNITED KINGDOM - CEYLON LOAN No. 2, 1968
CONTRACT CERTIFICATE
Particulars of Contract

1. Date of Contract:——— Contract Number:——— Import Licence Number:——— Allocation/

	United Kingdom origin	*Non-United Kingdom origin*
2. Description of goods, works and services to be supplied to the purchaser (See Note 2 below).	———	———
	Sterling	*Other currency if any*
3. Total (estimated) contract price payable by purchaser	———	———
	Amount	*Description*
4. Estimated amounts, if any paid (or to be paid by the contractor in respect of goods or services of non-United Kingdom origin procured (or to be procured) by the contractor for the purposes of the contract. In respect of non-United Kingdom goods and services:		
(*a*) goods or materials	———	
(*b*) work to be done or services performed in purchaser's Country	———	
(*c*) know how	———	
(*d*) plans, designs and technical documentation	———	
(*e*) other services	———	

5. I hereby declare that I am employed in the United Kingdom by the contractor named below and have the authority to sign this certificate. I hereby undertake that in performance of the contract no goods or services which are not of United Kingdom origin will be supplied by the contractor other than those specified in paragraph 4 above.

Signed:———
Position held:———
For and on behalf of:———
(Name and address of Contractor).
Date:———

Note 1. For the purposes of this declaration the United Kingdom includes the Channel Islands and the Isle of Man.

2. For chemicals and allied products use certificate given below.

APPENDIX C (CHEMICALS)
UNITED KINGDOM/CEYLON LOAN No. 2, 1968
CONTRACT CERTIFICATE FOR CHEMICAL AND ALLIED PRODUCTS ONLY

Date of Contract:——— Contract No.:———

2. *Description of Product(s) to be supplied to Purchaser (Note A)*	£ *Price*	*U.K. Tariff Classification (Note B)*	*Is the product of U.K. origin? (See Note C) State 'Yes' or 'No'*
———	———	———	———
———	———	———	———
———	———	———	———
———	———	———	———

3. Total (Estimated) Contract Price payable by Purchaser in Sterling £:———

4. (Declaration) I hereby declare that I am employed in the United Kingdom by the Contractor named below and have the authority to sign this certificate, and that the above information is correct.

Signed:———
Position held:———
Name and Address of Contractor:———
Date:———

NOTES

A. This form is only to be used for chemical and allied products, most of which are covered by the appropriate sub-headings of Chapters 15, 25, 28-35, and 37-40 of the U.K. Tariff.

(*Continued on next page*)

CEYLON, *continued*

B. *See:*
(i) H.M. Customs and Excise Tariff HMSO.
(ii) Classification of Chemicals in Brussels Nomenclature, HMSO.

C. (i) A product is regarded as of 'UK Origin' if made *either* wholly from indigenous UK materials *or* according to the appropriate EFTA qualifying process using imported materials wholly or in part.
(ii) The EFTA qualifying processes are set out in Schedule I of the 'EFTA Compendium for the Use of Exporters,' HMSO.
(iii) For the purposes of this declaration it is to be emphasized that the 'Alternative percentage criterion' DOES NOT APPLY.
(iv) The words 'Area Origin' where they appear in the above Schedule must be taken to mean 'UK' Origin only.
(v) For the purposes of this declaration, the 'Basic Materials List' (Schedule III of the EFTA Compendium) does not apply.
(vi) If a qualifying process is not listed for the material in question, advice should be sought from Loans Administration Section, Finance Department, Ministry of Overseas Development, Eland House, Stag Place, London, S.W.1.

D. For the purpose of this declaration the United Kingdom includes the Channel Islands and the Isle of Man.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

AUSTRALIA

Tariff changes

NOTICE WAS GIVEN in the *Board of Trade Journal* of November 15, 1968 of Australian tariff changes which were stated to have been made on certain goods including:

(a) Straight tubular fluorescent lamps and
(b) Single engined light aircraft

It should now be noted however, that no changes have in fact occurred in the tariff on the above goods, but that in respect of (a) dumping duties have been imposed, and in respect of (b) the implementation of the Tariff Board's recommendation for removal of the general rate of duty on those aircraft is subject to consultation with the United Kingdom.

NEW ZEALAND

Emergency Protection Authority inquiry

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods: Machine knives and plates (Tariff item 82.06.00); and crimper tools (Tariff item 82.03.05).

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff item	Goods	Unit	British Preferential	Most Favoured Nation	General
82.06.00	Knives and cutting blades, for machines or for mechanical appliances . . .	The rates of duty applicable, to the machines or mechanical appliances for which the knives or cutting blades have been designed.			
82.03.05	Other hard tools . . .	Doz.	Free	15⅓%	30%

The Emergency Protection Authority is required to report to the Minister by December 19, 1968.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 24548/G.

UNITED STATES

Tariff amendments

SECTION 1 of United States Public Law 90-638, approved on October 24, 1968, reduced the import duty on certain non-malleable iron castings as follows:

		Oct. 25 1968	[*Ad valorem*] January 1			
			1969	1970	1971	1972
	Machinery for cleaning or drying bottles or other containers; machinery for filling, closing, sealing, capsuling, or labelling bottles, cans, boxes, bags, or other containers; other packing or wrapping machinery; machinery for aerating beverages; dishwashing machines; all the foregoing and parts thereof:					
	Other:					
662.18	Cast iron (except malleable cast iron) parts, not alloyed and not advanced beyond cleaning, and machined only for the removal of fins, gates, sprues, and risers, or to permit location in finishing machinery . .	2·5%	2%	2%	1·5%	1·5%
662.20	Other	10%	9%	8%	6·5%	5·5%

(Note: Articles such as pipe-tobacco packaging machinery and can-sealing machines provided in TSU3 items 662.10 and 662.15 are excluded from the scope of the above two items).

Provision has been made for any article described in TSUS 622.18 which was entered or withdrawn from warehouses after August 30, 1963, and on or before October 24, 1968, to be liquidated or reliquidated at a rate of duty of 3 per cent *ad valorem*.

Section 2 of the Act provides for a change in the basis of valuation of certain wool fabrics imported under Parts 3 and 4 of Schedule 3 of the United States Tariff (with the exception of fabrics provided for under TSUS 337.50 if valued over $2 per lb.) from a chief value to a chief weight concept.

In addition the rates of duty on certain fabrics have been raised as follows:

	Woven or knit fabrics (except pile or tufted fabrics) of textile materials, coated or filled with rubber or plastics material, or laminated with sheet rubber or plastics:	
355.70	Of wool	37·5c. per lb. +32% *ad val.*
	Woven or knit fabrics (except pile or tufted fabrics) of textile materials, coated or filled, not specially provided for (excluding oilcloths):	
356.30	Of wool	37·5c. per lb. +32% *ad val.*
	Textile fabrics, including laminated fabrics, not specially provided for:	
359.30	Of wool	37·5c. per lb. +32% *ad val.*

The provisions of Section 2 of the Act become effective on December 23, 1968.

Inquiries about this notice should be addressed to Tariff Section (United States), Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 9633, Ext. 455, 456, 457).

Firearms legislation

THE UNITED STATES GUN CONTROL ACT of 1968 (PL 90-618) was signed into law by President Johnson on October 22 last. The main effect of this act, which amends PL 90-351, the Omnibus Crime Control and Safe Streets Act passed in June of this year, is to forbid, with a few specified exemptions, interstate mail sales of all guns and ammunition, other than between licensed dealers, manufacturers or collectors. It also forbids with some exceptions sales of rifles or shotguns to out-of-state residents. The importation of concealable weapons and of all surplus military weapons, whether or not suitable for or readily adaptable to sporting purposes, is banned.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404).

YOU SHOULD HAVE NO DIFFICULTY

in obtaining supplies of

EXPORT CERTIFIED INVOICES

AND E.F.T.A. CERTIFICATES OF ORIGIN

CONFERENCE SIZE 13¼" x 8¼" or
ALIGNED SERIES FORMAT SIZES 11¾" x 10" and 11¾" x 8¼"
on AIR MAIL, AM-BANK and SPIRIT DUPLICATING PAPER

printed both sides or one-side only with declaration at foot of invoice

FROM THE SPECIALISTS

A. C. SHAW (EXPORT) SALES CO.

Enquiries receive the personal attention of the Partners.
Invoice forms with your own heading designed in conformity with your internal system, submitted for acceptance by Overseas Customs.

PUBLISHERS OF—

"SHAW'S EXPORTERS' GUIDE" *monthly in two sections:-*

Section 1. FOREIGN COUNTRIES. Section 2. COMMONWEALTH COUNTRIES ETC.,
Size 13" x 8" 32-44 page and cover

CERTIFICATION OF COMMERCIAL INVOICES. CHAMBER OF COMMERCE CERTIFICATES OF ORIGIN. CONSULAR INVOICES. LEGALISATION OF DOCUMENTS AND FEES. BRITISH PREFERENCE. IMPORT LICENCE REQUIREMENTS & RESTRICTIONS. ASSESSMENT OF DUTIES. QUALIFICATIONS AND ABBREVIATION. *Annual Subscription £4. 2s. 6d. post paid.*

"EXPORT PROCEDURE & DOCUMENTATION"
24 Page and Cover.

Primarily to give assistance to the initiate executive or for firms wishing to expand by entry into the export markets of the World. - 5s. 4d. post paid.

127, CHEAPSIDE LONDON E.C.2.

Telephone: 01-606 9417, 9418, 8567

The Board of Trade

1 Victoria Street, London, S.W.1 **(Telephone: 01-222 7877; T.A.: 'Advantage, London SW1'.) (Telex No. 25955. Answer Back BOTHQ LONDON)**

Secretariat – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Accidents Investigation Branch – Shell Mex House, Strand, London, W.C.2. (01-836 1207; Telex 22119.) T.A.: Civilair, London W.C.2.)

Accountants Division – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)

Accountancy Services (Civil Aviation) Division – The Adelphi, John Adam Street, London, W.C.2. (01-836 1207; Telex 22110; T.A.: Civilair, London WC2.')

Aeronautical Information Service – Tolcarne Drive, Pinner, Middlesex. (01-866 8781. Telex 22807. Answer back EGGN Pinner, T.A. Notoff), Aeronautical Fixed Services call sign EGGNYO.

Air Transport Licensing Board – Gaywood House, Gt. Peter Street, London, S.W.1. (01-222 7231.)

Bankruptcy Department:
Headquarters: Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)
Official Receiver (High Court): Victory House, Kingsway, London, W.C.2. (01-405 7641; T.A.: 'Official Receiver, London'.)

Board of Trade Advisory Committee – 2 Bunhill Row, London, E.C.1. (01-606 4071; Telex 886143.)

'Board of Trade Journal' – 1 Victoria Street, London, S.W.1. (01-222 7877, Ext. 2654; Telex 25955.)

British Weeks and Store Promotions Directorate – Kingsgate House, Victoria Street, London, S.W.1. (01-222 7877; T.A. 'Advantage, London SW1'; Telex 25955.)

Census Office – Lime Grove, Eastcote, Ruislip, Middlesex. (01-866 8771/0.)

Civil Aviation Divisions 1, 2 and 4 – Shell Mex House, Strand, London, W.C.2. (01-836 1207; Telex 22119; T.A.: 'Civilair, London WC2'.)
Division 3 – The Adelphi, John Adam Street, London, W.C.2. (01-836 1207; Telex 22110; T.A.: 'Civilair, London WC2'.)

Commercial Relations and Exports Divisions – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955; T.A.: 'Advantage, London SW1'.)

Companies Inspection and Liquidation Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)

Companies Registration Office – Companies House, 55/71 City Road, London, E.C.1. (01-253 9393.)

Companies (Winding-up) Department – Inveresk House, 346 Strand, London, W.C.2. (01-836 7733.)

Controllerate of National Air Traffic Control Services – The Adelphi, John Adam Street, London, W.C.2. (01-836 1207; Telex 22110; T.A.: 'Civilair, London WC2'.)

Distribution of Industry Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Economic (General) Divisions 1 and 2 – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Economic Services Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Enemy Property Branch – 2 Bunhill Row, London, E.C.1. (01-606 4071.)

Establishment Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Export Licensing Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)

Export Policy and Promotion Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955; T.A.: 'Advantage, London SW1'.)

Export Services Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex: 886143; T.A.: 'Exserbra, London, EC4'.)

Export Service Bulletin Section – Room H.24, Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757 Ext. 7058; Telex 886143; T.A.: 'Exserbra, London, EC4'.)

Films Branch – Broadway Buildings, 54 Broadway, London, S.W.1. (01-222 7877; Telex 25955.)

Finance Division – Norman Shaw North Building, Victoria Embankment, London, S.W.1. (01-930 4349; Telex: 25955.)

Import Licensing Branch – Broadway Buildings, 54 Broadway, London, S.W.1. (01-222 7877; Telex 25955; T.A.: 'Explic, London, SW1'.)

Industries Divisions 1 and 2 – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Information Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Insurance and Companies Department – Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (01-222 7877; Telex 25955.)

Investment Grants Division – Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (01-222 7877; Telex 25955.)

Jute Control – Kandahar House, 71 Meadowside, Dundee. (Telephone: 0382 24953.)

Marine Division – Surrey House, 20 Lavington Street, London, S.E.1. (01-928 7999; Telex 25955; T.A.: 'Advantage, London SW1'); Marine Navigational Aids: 2 Bunhill Row, London, E.C.1. (01-606 4071; Telex 886143; T.A.: 'Advantage, London SW1'.)

Parliamentary Branch – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Patent Office and Industrial Property and Copyright Department – 25 Southampton Buildings, Chancery Lane, London, W.C.2. (01-405 8721; T.A.: 'Patoff, London, W.C2'.) 51 Regent House, Cannon Street, Manchester, 4. (061 BLA 3759.)

Registry of Business Names – Companies House, 55/71 City Road, London, E.C.1. (01-253 9393.)

Shipping Policy Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Solicitors Department – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Standard Weights and Measures Department – 26 Chapter Street, London, S.W.1. (01-834 7032.)

Statistics Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Tariff Division – Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1. (01-222 7877; Telex 25955.)

Tariff Division – Duty Remission Branch, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (01-222 7877; Telex 25955.)

Trade Fairs Branch – Broadway Buildings, 54 Broadway, London, S.W.1. (01-222 7877; Telex 25955.)

BRAZIL

Imports of zinc

HM EMBASSY at Rio de Janeiro report that, under Communication No. 251 of the Foreign Trade Department of the Board of Brazil (CACEX) dated October 30, 1968, the annual quota of locally produced zinc, which must be purchased before importation of foreign zinc will be authorized, has been increased to 3,060 tons. This is due to an increase in local zinc production.

A translation of the Communication may be inspected at Tariff Section of Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4.

Devaluation of cruzeiro

WITH REFERENCE to the notice in the *Board of Trade Journal* dated August 30, 1968 (page 625), the Brazilian Central Bank has announced a further devaluation of the new cruzeiro. From November 18, 1968 the new selling rate was fixed at 3.770, and the new buying rate 3.745, new cruzeiros to the United States dollar.

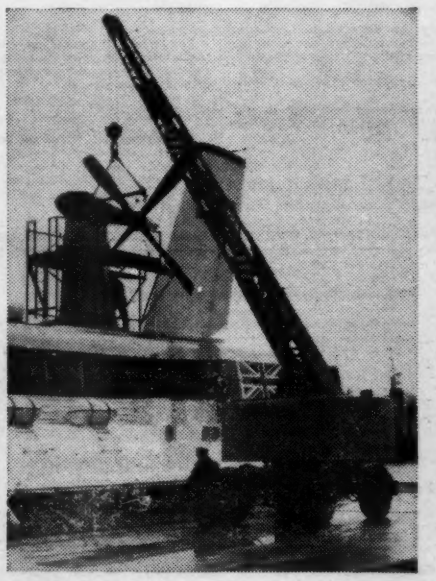
URUGUAY

Consular fees

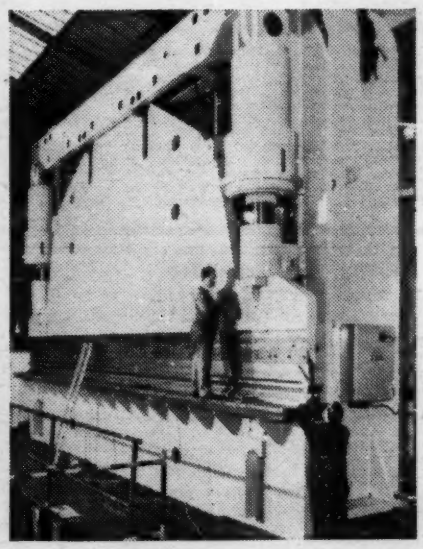
IT HAS been reported in the Uruguayan press that a recent Government decree exempts imports of the raw materials for the manufacture of pesticides from payment of consular fees.

A consignment of De La Rue Frigistor Zeref thermocouple reference chambers on their way to the docks for delivery to the German diesel manufacturing company – Klockner Humboldt Deutz. The order is the second substantial one from Klockner Humboldt Deutz and marks an important step forward for De La Rue Frigistor in Europe.

First production model of the Badger Major automatic trenchless pipelayer of the type now to be exported to the United States by Hudswell Yates Developments Ltd. of Leeds, shown here about to 'slice' its blade through the ground for the laying of pvc pipe.



The Coles Aeneas Mobile Crane lowering the gearbox and propeller pylon into position on the Mountbatten SRN4 – the largest Hovercraft in the world.



With its 10 metres (33ft.) working length this 1,000-ton electro-hydraulic press brake, made by The Bronx Engineering Co. Ltd., of Stourbridge, Worcs., is thought to be the largest ever made in Europe. Final adjustments are made before export to a leading paper-making machinery manufacturer in Finland.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements should be addressed to **HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**

Replies to Box Numbers should be addressed to: **Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**

SCOTS WINE NOVELTY! The Smallest Bottle of Wine in the World? In a Matchbox in Fact! Home/Overseas inquiries welcome. Cumbrae Supply Co., Paisley, Scotland.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel: Hayle 3213. Telex 45286.

YOUR EXPORTS TO SCANDINAVIA: Copenhagen public relations firm, well versed in British export problems, would act as Information Office for Trade Association or similar organization wishing to expand activities in Scandinavia. One or two individual clients could also be accepted. Interview in UK December. Please write in confidence to Box No. S6790.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel: Simonswood 2157 (6 lines).

POWER GRIP BELT DRIVES, 1,500 complete as new, unused, 3in. to 8½in. Various plates, pins, angles, etc. to suit. H. F. GODSMARK, KING STREET WORKS, RIPON, YORKS. TELEPHONE RIPON 3865.

EUROPEAN SALES MANAGER (ENGLISHMAN) of famous drink firm, highly qualified, really fluent FRENCH, GERMAN, ITALIAN and SPANISH, seeks new opening. Box S.6779.

WANTED FOR EXPORT. Industrial Sewing Machines of all types and classes. Singer, Merrow, Union, Special, Adler, Pfaff, etc. Maury Sewing Machine Co. Ltd., 34 Clarence Road, Clapton, London, E.5 Tel. 01-985 5336.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS.

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 12s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

© Crown Copyright 1968

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877. Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876), Ext. 6147).

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities, 5s.0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

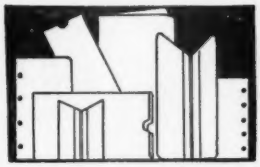
Title	*Last published*
Air transport:	
Aircraft noise at Heathrow airport (Q)	20 Sept. 1968
Trade by air (6-M)	4 Oct. 1968
Balance of payments (Q)	27 Sept. 1968
Bankruptcy orders (Q)	25 Oct. 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	4 Oct. 1968
Distributive and service trades (A)	23 Feb. 1968
Electronic capital equipment deliveries, research and development (Q)	22 Nov. 1968
Industry's investment intentions (3 times a year)	18 Oct. 1968
Wholesale trades (A)	16 Aug. 1968
Catering trades turnover (M)	15 Nov. 1968
Chemical industries production (6-M)	19 July 1968
Companies:	
Income and finance (Q)	15 Nov. 1968
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	18 Oct. 1968
Construction work overseas (A)	11 Oct. 1968
Credit:	
Instalment and credit business (M)	8 Nov. 1968
International trade credit (A)	16 Aug. 1968
Electronic industry:	
Electronic capital component deliveries, research and development (Q)	22 Nov. 1968
Engineering and electrical goods:	
Deliveries of certain products (Q)	23 Sept. 1968
Production, exports and orders (M)	This week
ECGD business (Q)	22 Nov. 1968
Film industry:	
British Film Fund Agency returns (M)	15 Nov. 1968
Cinema admissions and takings (M)	15 Nov. 1968
Film rentals charged to exhibitors (A)	3 May 1968
Overseas payments and earnings (A)	3 May 1968
Registration of films (A)	23 Feb. 1968
Trends in film-going (A)	9 Aug. 1968
Food:	
Consumption levels (A)	5 July 1968
Household consumption (Q)	4 Oct. 1968
Footwear industry orders (M)	15 Nov. 1968
Foreign trade:	
Commonwealth trade (A)	7 July 1968
EFTA trade (Q)	14 June 1968
Trends in export of manufactures (A)	6 Sept. 1968
World trade and production (Q)	1 Nov. 1968
Foreign trade of the UK:	
Direct exports (A)	16 Aug. 1968
Unit value and volume index nos. (M)	15 Nov. 1968
Value of overseas trade (M)	22 Nov. 1968
Value of overseas trade: analysis of trends (Q)	15 Nov. 1968
Gold and convertible currency reserves (M)	8 Nov. 1968
Hairdressing trades turnover (M)	15 Nov. 1968
Hire-purchase:	
Assets and liabilities of HP companies (Q)	15 Nov. 1968
Business (M)	8 Nov. 1968
Industrial building provisional figures (Q)	25 Oct. 1968
Industrial development certificates refused (A)	25 Aug. 1968
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	1 Nov. 1968
Insurance companies:	
Assets (A)	16 Aug. 1968
Transactions (Q)	27 Sept. 1968
Investment and earnings overseas (A)	19 July 1968
Laundries and dry cleaners turnovers (M)	15 Nov. 1968
Machine tools, deliveries and orders (M)	15 Nov. 1968
Man-made fibres:	
Analysis of production (A)	5 April 1968
Analysis of production (Q)	4 Oct. 1968
Deliveries (Q)	8 Nov. 1968
Production (M)	8 Nov. 1968
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	22 Nov. 1968
Office development permits (Q)	8 Nov. 1968
Partnerships registered (A)	9 Feb. 1968
Pension funds:	
Assets (A)	12 July 1968
Transactions (Q)	13 Sept. 1968
Retail prices index (M)	This week
Retail trade:	
Index nos. (M)	8 Nov. 1968
N. Ireland index (M)	22 Nov. 1968
Royalty transactions (A)	23 Aug. 1968
Shipping:	
Movement at UK ports (M)	15 Nov. 1968
Nationality of vessels in UK sea-borne trade (A)	20 Oct. 1967
Stocks:	
Distributive and service trades (A)	23 Feb. 1968
Manufacturers', wholesalers' and distributors' (Q)	4 Oct. 1968
Retail (M)	8 Nov. 1968
Wholesale trades (A)	16 Aug. 1968
Television:	
Overseas payments and earnings (A)	3 May 1968
Textiles:	
Clothing and textiles orders and deliveries (M)	22 Nov. 1968
Cotton production (M)	22 Nov. 1968
Wholesale houses sales (M)	15 Nov. 1968
Wool exports (Q)	22 Nov. 1968
Wool output (M)	22 Nov. 1968
Tourism:	
International tourism (A)	4 Oct. 1968
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1968
Index nos. (M)	15 Nov. 1968

Board of Trade Departments, etc. *Subject*	*Last published*
Board of Trade addresses	This week
Board of Trade regional organization	15 Nov. 1968
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	13 Sept. 1968
Customs notices of interest to exporters	30 Aug. 1968
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	22 Nov. 1968
Half-yearly index – Jan.-June	2 Aug. 1968
Official Receivers' offices	21 June 1968
Programme of trade promotions	1 Nov. 1968

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) S.O. Code No. 72-3741.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



PVC Wallets and Containers

Loose leaf binders, salesmen's albums, document cases, cheque book and travel cheque holders, note cases, pocket wallets, conference wallets, swatch covers, advertising gifts, etc.

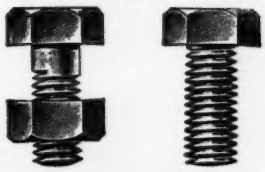
Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone : 01-459 5277

YOUR NEED TO-DAY, I SAY, NOT LATER IS MARKWELL'S SUPER STENCILLATOR!

This Packer's Patent Brush gives clear, clean, speedy effective markings on bales, crates, cases. Complete kit comprises 1 Self-Feeding Patent Brush with 1½" dia. Replaceable Brush Head and 1 Gallon Can of MARKWELL WATERPROOF STANDARD BLACK MARKING INK. The lot for only 195/- C.W.O. Used by Firms who use ALWAYS THE BEST.—*Your satisfaction Assured. Order direct from:—*

MARKWELL PRODUCTS LIMITED
137, JUNCTION RD., LONDON, N.19. 01-272 4338

Bolts and nuts, screws, rivets. studs, studding, washers.
All sizes and types in any material.



Abis & Co (Birmingham) Ltd.
Dennis Road, Sparkbrook,
Birmingham, 12
Telephone: South 3781 (6 lines)
Trunk Dial 021-449 3781

Band saw blades
Wide and narrow

E. W. Kendall & Co. Ltd.
212-214 Ravenscroft Road,
Beckenham, Kent.
Telephone : 01-778 3957/4353

A must for all British exporters

Published daily, Monday to Friday giving up-to-date details of Calls for Tenders for all types of commodities and services from overseas countries
A special supplement 'World Economic Comments' is also issued quarterly.

Export Service Bulletin
Board of Trade
Export Services Branch
Hillgate House, 35 Old Bailey, E.C.4
Telephone: 01-248 5757, Ext. 7058

Sheet Metal
PRESSWORK

A Battery of Power Presses from 5 tons to 400 tons at your service.

Bird, Stevens & Co. Ltd.
Quarry Bank, Staffs.
Telephone HEAD OFFICE (0384-67381) or LONDON OFFICE (01-407 7519) or MANCHESTER OFFICE (061-428 7254)

Employment and Productivity Gazette

Single copies 6s. (by post 6s. 7d.)
Annual subscription 79s. including postage

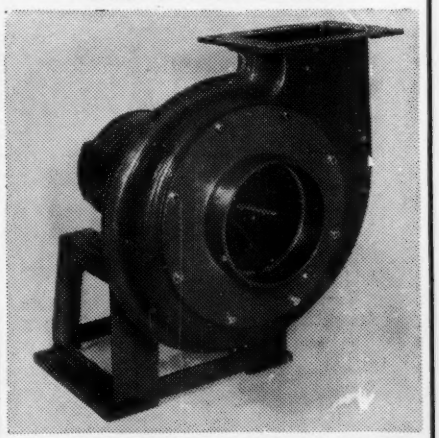
Obtainable from:
Her Majesty's Stationery Office
49 High Holborn, London, WC1;
13A Castle Street, Edinburgh, 2;
Brazennose Street, Manchester, 2;
258 Broad Street, Birmingham, 1;
109 St. Mary Street, Cardiff; CF1 1JW
50 Fairfax Street, Bristol, 1; BS1 3DE
7-11 Linenhall Street, Belfast BT 28 Ay
or through any bookseller

General sheet metal workers, metal polishers to the trade

Cutting capacity 10′ × ¼″
Brake Press 10′ × ⅛″

Leslie T. Clark
(Stainless Steel Fabrications) **Ltd.**
Fresh Wharf, Highbridge Road,
Barking, Essex.
Telephone: RIPpleway 5666-7-8
Member of the Stainless Steel Fabricators' Association

BRI-GLASS FANS

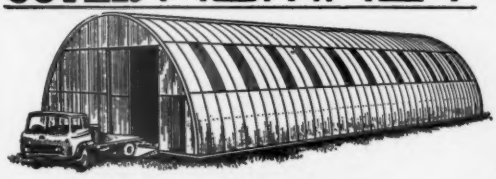


LOW AND MEDIUM PRESSURE CENTRIFUGAL FANS ESPECIALLY DESIGNED FOR THE EXTRACTION OF CORROSIVE FUMES WHICH HAVE NO CONTACT WITH FERROUS OR NON-FERROUS METALS.

A Moulded Construction throughout from Resin Bonded Glass Fibres with Solid Cast Epoxy Resin Impellers.

The British Fan & Electric Co. Ltd., 728 London Road, High Wycombe, Bucks, Great Britain.
Tel. High Wycombe 22061. Grams British Fan, Wycombe

LOW COST BIG COVER SUPER ROMNEY



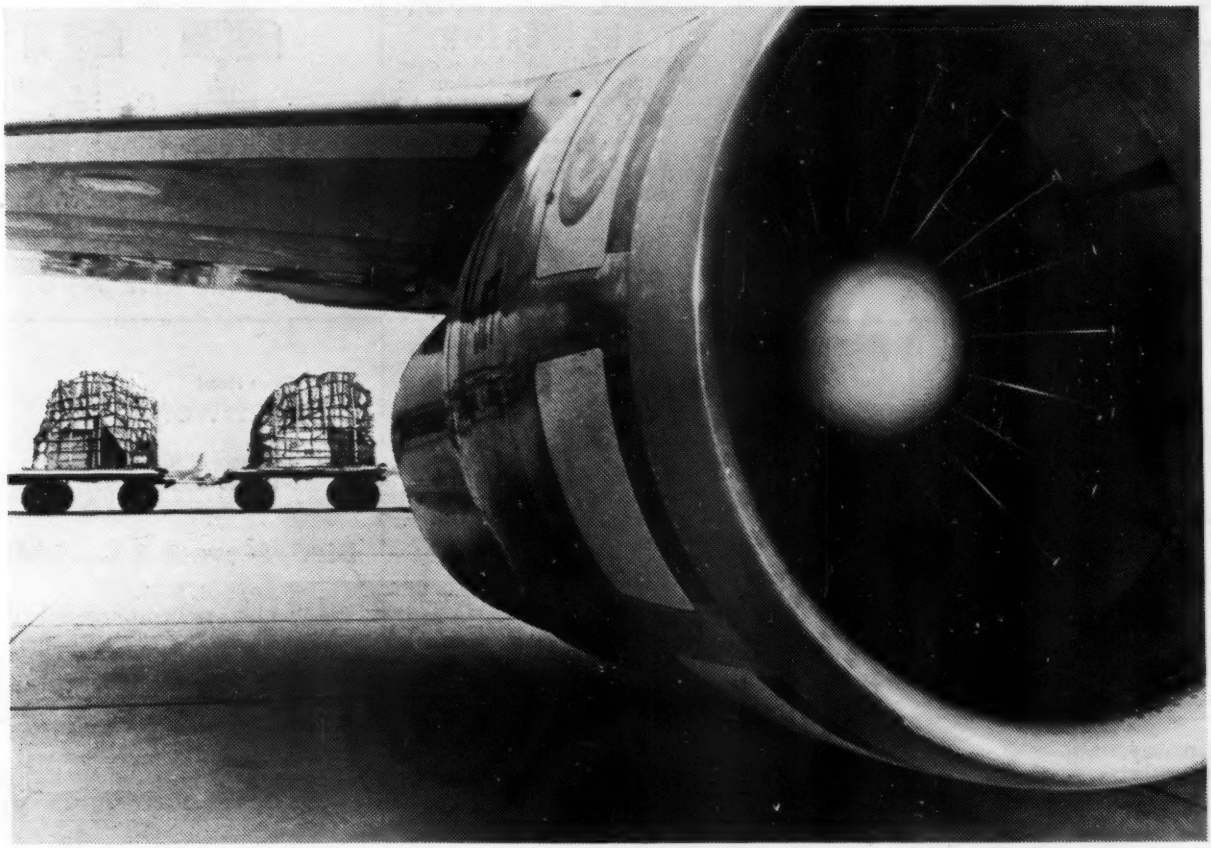
BRAND NEW ALL STEEL BUILDINGS
35ft. span, 17ft. 6in. high to centre. Any length in multiples of 8ft. Large sliding doors 13ft. high x 10ft. 8in. wide. Separate access doors. As supplied to Contractors, Port Authorities, Government Departments, etc.

Also Nissen Type Buildings 16ft., 24ft. and 30ft. span. Any length in multiples of 6ft.

NAYLORS (BILSTON) LTD
204 Wolverhampton Street,
Bilston Staffs.
Phone: Bilston 41689, 42448.

QANTAS JET ENTERPRISE

THE NEW WAY TO SAVE DELAYS, SAVE MONEY



Speed your cargo direct, no hold-ups on the way to the Far East and Australia.

Qantas Air Cargo from London to the Far East and Australia saves days on delays. 10 times a week, any day of the week, Qantas can speed your consignments direct. No stopovers, no transhipments, no hold-ups on the way. Connecting services to speed your cargo on to New Zealand and the South Pacific.

Qantas with its associates offers 36 direct cargo flights a week to the Far East and Australia; the only regular jet freighter capacity.

QANTAS AIR CARGO

YOUR CARGO EXPERTS ON FIVE CONTINENTS

QANTAS, in association with AIR INDIA and BOAC

8A 302